June-July, 1982

The National Future Farmer

Owned and Published by the Future Farmers of America

INSIDE THIS ISSUE: The Star Agribusinessmen's Story
FFA Takes a Trip to Japan

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The National
Future Farmer
Owned and Published by the Future Farmers of America

June-July, 1982
Volume 30 Number 5
ISSN 0027-9315

A Word With The Editor

For a different look at American agriculture you will want to read *Feeding Multitudes*, a new book written by Wheeler McMillen, a former magazine editor who has spent a lifetime observing and writing about farming.

The author says, "*Feeding Multitudes* is not a textbook on how to farm. It is intended to be a fairly comprehensive non-academic history of what American farmers have accomplished."

According to McMillen, farmers have been the primary makers of America's wealth. "The cultivators of the soil have initiated the formation of far more capital than has come from the exploitation of mines and seas, the only other important source from which wealth can originate," he reports.

The 73 short chapters are filled with interesting quotes mingled with the history and information they provide about American agriculture. He describes the farmer's ideal fence as one that is "horse high, bull strong, and hog tight." Hogs are described as, "one of the first Europeans to settle permanently in America."

The chapter on "Youth" includes a section about FFA and vocational agriculture. Another section gives brief statements about some 300 persons who, in one way or another, have significantly influenced farming in the United States. Among them is Dr. W.T. Spanton, the third National Advisor of the FFA who served from 1941 to 1961. Mr. McMillen described Dr. Spanton's major contributions to American agriculture in this way: "Was instrumental in creating the national FFA Foundation and in founding *The National FUTURE FARMER* magazine."

The author knows FFA from his own experience. At one time, National FFA officers looked forward to their visit to Philadelphia on the Goodwill Tour because it meant a visit with Farm Journal's Editor-in-Chief, Wheeler McMillen. An officer once described the visit to me: "After a big dinner, we gathered in a hotel room and just sat and talked and exchanged views on many subjects until late in the evening." Reading Mr. McMillen's book is almost like that—a long visit with the man who wrote it.

The book is available at a list price of $12.00 from The Interstate Printers and Publishers, Inc., Jackson at Van Buren, P.O. Box 594, Danville, Illinois 61837.

Wilson Carnes

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Our Cover

Eighteen-year-old Andrew Barker, from the Davis, Utah, FFA Chapter, has a special knack for making things grow. Andrew is part-owner and operator of Pine Ridge Nurseries. Specializing in cherry production, Andrew's management of the business recently helped him earn top honors in the state Fruit and/or Vegetable competition. His story begins on page 24.

Cover Photo by Michael Wilson

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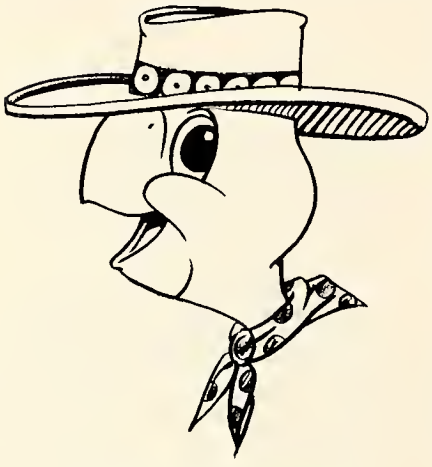

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The FFA

NEWS IN BRIEF

THE NATIONAL HALL OF ACHIEVEMENT at the National FFA Center, now complete, is something you as FFA members will not want to miss. The Hall features several impressive exhibits highlighting FFA and agricultural history. Although the Hall is now open for visitors, the official dedication ceremony will take place during the annual State Presidents' Conference, held this year July 25-31, 1982.

ONE-HUNDRED-THIRTEEN in-bound WEA participants from 17 countries around the world went through a two-day orientation meeting in late March before heading out to work and live at American homes, farms and agribusinesses. The agricultural trainees, age 18-24, will work for periods of 3, 6 or 12-months before returning to their distant homelands. This June, 47 out-bound WEA'ers from this country are leaving for 17 countries worldwide to begin their 3, 6 or 12-month stints working and living in foreign lands.

THE FFA ALUMNI ASSOCIATION was recently invited to give Congressional testimony on the values of vocational agriculture education. Dr. Phillip Alampi, secretary of agriculture for New Jersey and the Eastern FFA Alumni Council Representative appeared before the Appropriations Subcommittee on Labor, Health, Education and Welfare of the U.S. House of Representatives in Washington, D.C. in late March.

"BRIDGING THE GAP" is the title of a new film for vocational agriculture, designed for use in orienting students and parents to the development of effective supervised occupational experience programs (SOEP). Funding for the production was provided by the Agriculture Division of CIBA-GEIGY at Greensboro, North Carolina, through the National FFA Foundation. The film will premiere at the National SOE Workshop in Alexandria, Virginia, in late July, where vocational agriculture leaders from all across the country will gather to discuss the future of the Supervised Occupational Experiences and be trained to conduct workshops in states.

THE NATIONAL FFA ORGANIZATION recently announced the establishment of an Honors Program for retired FFA Administrative Director Edward J. Hawkins, according to Bryon Rawls, national FFA advisor. Mr. Hawkins began his thirty-year career with the FFA in 1951 as manager of the Supply Service. Later, as Administrative Director, he provided sound fiscal management for the national FFA organization. Mr. Rawls says the contributions received will be used for the Hall of Achievement at the National FFA Center, as well as to provide recognition for Mr. Hawkins in the National Hall of Honors. Those wishing to recognize Mr. Hawkins may send contributions to: National FFA Foundation, Inc., Sponsoring Committee Office, c/o Ed Hawkins Honors Fund, P.O. Box 5117, Madison, Wisconsin 53705.

DON'T FORGET about those new phone numbers for the National FFA Supply Service (703-780-5600, -5601, 5602). Use these numbers if you need to place an order or discuss an order. All other calls at the National FFA Center are still being taken through our usual number (703) 360-3600.

NATIONAL FFA PRESIDENT Scott Neasham was recently named to the USDA's Council on Rural Development. Scott will serve with 21 other council members whose purpose is to "assist . . . in identifying rural problems and in supporting administration efforts in rural development," says Secretary of Agriculture John Block. "It will also provide state and local rural development groups with a forum for the discussion of important issues affecting the lives of rural people."

"HOMETOWN AMERICA," a film on the FFA's BOAC program and funded by R.J. Reynolds Industries, recently was selected for a Silver AGGY in AGRI EDUCATOR's sixth annual Aggy film awards. In a congratulatory note, Jerry Vaughn, publication manager for Century Communications, Inc. (which publishes *AGRI EDUCATOR*) said in part: "When films are well produced and educational as well, they deserve special recognition. 'Hometown America' is just that type of film . . . was one of the best ag films of 1981." The film is available free on loan from Venard Films, P.O. Box 1332, Peoria, Illinois 61654.

CONVENTION SNEAK PREVIEW: Guess who's scheduled to appear at this year's National FFA Convention in Kansas City? It's none other than Barbara Mandrell, star of the television series *Barbara Mandrell and the Mandrell Sisters*. Barbara is scheduled to entertain at the American Royal, also. Watch for more details in future issues. . .

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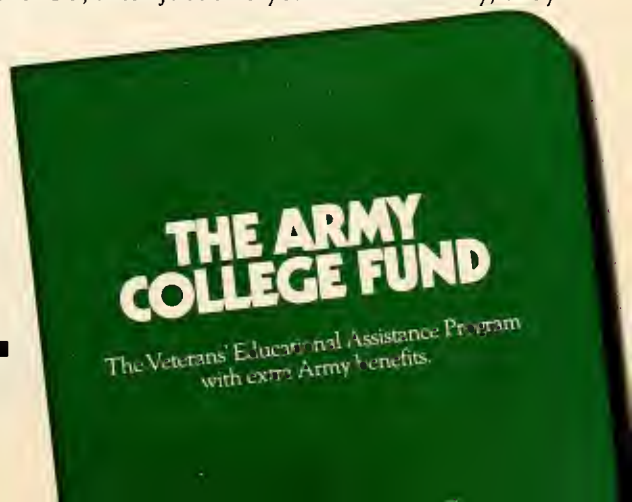

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Readers Report

MAILBAG

Johnstown, Ohio

As I read in the April-May issue the article "A Week to Last a Lifetime" I immediately looked at the picture above the title. I attended the WCP in 1981 and the picture shown was of the group I was in.

As the chapter reporter I was selected from our officer team to go to Washington and was anxious to use what very limited leadership abilities I "thought" I had. I am so grateful for the WCP today because it proved to me that I really had several leadership capabilities and also taught me one very important thing—determination.

I am now chapter president and am the first girl president from our chapter. Without WCP and my advisor I may never have found so many close friends and may never have achieved the success I have.

Robin Ratcliff

Houston, Texas

I would like to share with you and the many members of the Future Farmers of America Organization an experience that I had last year.

Some of my friends and I were driving down the highway after a fun evening when we saw a truck in trouble. It was pulled over to the side with only one headlight on and a person underneath working on it. We drove on a little further trying to decide whether or not to stop. Then we noticed there was a large FFA emblem on the back window. It was settled—the boys would go see if they could help.

About three minutes later they came back and told us to go find a phone, call the police and get an ambulance. There was a boy almost dead in the cab. What they had thought to be a person working on the truck ended up to be a barrel wedged underneath. The sign from the barrel had crashed through the windshield and split the boy's head open.

The boy was in such horrible condition, Life Flight, an emergency helicopter, had to pick him up and rush him to the hospital. He had extensive surgery that night and ended up in a coma.

When he came out of the coma his mother invited us to visit them at the hospital. While we were there we told her that the reason we stopped was the FFA emblem on window.

She explained that the truck had been her brother's a former FFA member and that he had put it there.

I hope this helps FFA members realize that there are millions of ways that being a FFA member, and more importantly, being proud of it can help you and others.

Theresa McAuliffe

Jefferson City, Missouri

I would like to congratulate you on a truly outstanding article on the selection of national officers in the April-May issue of *The National FUTURE FARMER.*

The article gives a fascinating insight into the world of national officer candidates that many members are unaware of.

I'm sure your article answered many questions that all members have and maybe your article will inspire others to challenge themselves as these members have done.

Phil Fox
State Vice President

Richardson, Texas

Having done a similar article many years ago—for the same publication—I read your "Running" article with more than passing interest.

Since I took a somewhat different viewpoint (a contender who didn't quite make it), our articles were quite different though similar in ultimate goal.

I think the two articles complement each other though separated by eons; and it is mildly puzzling that more writers have not tackled this lively topic.

You did a nice job of presenting the "feel" for the "hot box" and all the "atmosphere" of nomination nausea. It was almost as if I were there again, enjoying the euphoria and hiding the pain.

Congratulations on a job well done.

Joe Dan Boyd
Farm Journal

In October-November, 1957, Joe Dan Boyd wrote a classic article "I Did My Best" about his experiences as an officer candidate and his feelings of not being elected. It was reprinted and used many times over the years in leadership training sessions.—Ed.

Rockville, Indiana

This paper was written for an English class by a freshman in the Rockville FFA Chapter. As her advisor and a teacher of vocational agriculture her essay struck me as summing up the real value of the agriculture FFA program.

Here are excerpts.—Ed. Last week I had one of the special experiences of my life. I traveled along with four other very special people to Kansas City, Missouri for the National Convention of the Future Farmers of America.

We traveled on to Kansas City where we got into official dress and went to the convention center. I was proud to wear the emblem of the FFA along with 25,000 other young people from every state in the union.

As I walked into the convention center I had a sense of pride and joy in being there and realized as I looked around at the others that they all held their heads as high as I did, because we all felt the same pride.

During the week I heard speeches from some of the brightest young people in our nation. Their speeches put into words what I felt about the organization and the country in which I live. By Megan Harvey.

Jim Stillwell, Advisor

Alva, Oklahoma

I would like to get a three year subscription.

I was in FFA for four years and that was the best organization I ever belonged to. I belonged to the Bloomfield, Iowa, Chapter and decided to get it again.

Dennis R. Teubel

DON'T FORGET TO ENTER . . . your reply for the contest being sponsored by *The National FUTURE FARMER* and announced in the last issue. Prepare 500 words or less to answer the question "Why are American farmers price takers and not price makers?" What's your opinion? Details about contest rules and how to enter are on page 14 of the April-May, 1982, issue. Deadline is May 30, 1982. Send to CONTEST, *The National FUTURE FARMER,* P.O. Box 15160, Alexandria, VA 22309.

Chicago Illinois

I want to thank you for the very complimentary article that you carried in the February-March issue. Before my copy arrived in the mail, I heard from at least two dozen people wondering how much I had to pay the editor to get that kind of an article written about me. At that point, I had not seen the article and I had even forgotten about doing the interview with Ms. Pritzker quite a few months ago.

It is always a pleasure to work with FFA people and to receive this kind of recognition.

Orion Samuelson

Penn Valley, California

I enjoy your magazine very much. I am in my first year of agriculture and planning to continue with more and more success each year. I'm planning on doing some reports on some articles in some of your magazine issue's.

Nicole Green

Lanesboro, Minnesota

You've done it again. I am in favor of telling your story with pictures—provided the pictures tell the correct story. I am making reference to the cover picture and the related story in the April-May, 1982, issue of the magazine.

My big question: Where are the safety glasses and the hard hat?

I realize the pictures may have been set up and posed for the article. However, I feel that safety should not be overlooked in the pictures. If I may quote the article on page 41," . . . Jim says he's realized the vital importance and need for safety. . . . 'We incorporate a lot of safety into our work,' he says. This includes hard hats, safety belts (for pole and bin work), safety glasses when needed. . . . "

Since the article states that safety is important and that safety practices are followed, why don't the accompanying pictures show this?

Please accept my criticism as being constructive so that our magazine can do a better job of telling our stories—with both pictures and words.

Gary Sande, Advisor

According to Jim Loven, hard hat and safety glasses were not required in the specific photo settings which accompanied the article. We try to incorporate safety procedure into all photographs of members, when merited. But we do not want to depict the member unrealistically, and hence, will avoid unrealistic uses of safety equipment in accompanying photos.—Ed.

Fontana, California

I have just finished reading my first copy of *The National FUTURE FARMER* magazine from cover to cover and was quite impressed with what I read. After I had finished reading the entire magazine, I noticed there was nothing about the western states i.e. Oregon, Arizona, Nevada or California. I know some folks still think we are chasing Indians out here but these states are every much as active as the midwest and eastern states, and as a mother of two new FFA members think that some tribute should be given to all the hard work that both leaders and members are contributing to this function.

I really would enjoy seeing what some of the western states are doing, after all we have some very large states that cover many miles.

Doris Carpenter

Your letter prompts us to share with our readers that we do prepare a travel schedule during the year to go to all parts of the country. If the specific issue you read did not have a western feature, a look back at a few issues shows feature articles from the states you mention. Plus the usual mentions in "Scoop" and "FFA In Action." Note too, the Idaho feature in this issue.—Ed.

Win $500

Write a television message about agriculture!

Glen Maurer, 1981 Salute to Agriculture contest winner, read his first place entry at the National FFA Convention. His Salute was aired during the Hesston-sponsored telecast of the National Finals Rodeo in December.

Enter Hesston's 1982 Salute to Agriculture Contest Exclusively for FFA Members!

In 100 words or less, write about the role farmers and/or ranchers play in improving the economy and standard of living in North America (including Canada). The message should emphasize the good job the farmer is doing. Explain how farmers help control inflation by increasing farm productivity by growing more food for more people and keep food prices down (at the production level) in comparison to other goods and services.

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Agriculture

LOOKING AHEAD

SUPER COWS: Dairy cows may produce up to 40 percent more milk with daily injections of a natural bovine growth hormone, scientists at Cornell University have discovered. One dramatic feature is that no extra feed or specially formulated diet is needed. Normally cows peak in milk production during the early part of lactation. At 60 to 100 days after calving, growth hormone treatments increased milk yields in the test cows 10-15 percent. Between 200 and 300 days of lactation, the yield jumped to 30-40 percent above normal.

FARM LIVING used to be a major part of the American lifestyle—in 1920, nearly one out of every three Americans lived on farms. But today, it's only about three out of 100, says a report in the November, 1981, issue of USDA's *Farmline*. Although the rate of decline in the farm population abated in the 1970s, people are still leaving the farm faster than they're being replaced. From 1978 to 1980, the number of farm residents fell by 450,000 to about 6 million. Also, farm residents no longer make up the majority of the agricultural work force of farm operators, family members and hired employees, the report says. Only 47 percent of the 3.5 million people working in agriculture in 1980 lived on farms, compared to 87 percent who lived on farms 50 years ago. Geographical distribution of farm population has shifted as well; in 1980, nearly half the farm population lived in the north central states. The South, which ranked first until 1965, had 36 percent of the total. The West held 12 percent while the Northeast had 7 percent.

ABOUT $31 BILLION worth of food farmers grow each year never reaches your table because it's lost during marketing, processing, handling, storage and transportation, according to the USDA. And that waste pushes food bills up, so scientists are looking for ways to reduce the losses by sharpening efficiency of marketing and processing. "We can increase our food supply by 10 to 15 percent without bringing new land into production if we can cut losses in processing and marketing by 50 percent," says Anson R. Bertrand, director of science and education for USDA. Currently 65 cents of your food dollar goes for marketing costs.

YOU ARE WHAT YOU EAT Department: while you're packing away a staggering 30 tons of food in your lifetime, the average Asian's lifetime diet amounts to about 12 tons, mostly rice, according to a report in the *World Development Letter*. What's more, we in the Western world consume approximately 9,000 pounds of meat and sausages and almost 1,000 *dozen* eggs in a lifetime; compared to the average Asian's diet of 573 pounds of meat, fish and eggs. In addition, a typical Asian consumes only one-fourth the sugar a Westerner eats in a lifetime, about 3,200 pounds—not including cakes, pastries or ice cream.

LATIN AMERICAN AND Caribbean countries are among the United States' biggest agricultural customers, according to the *World Development Letter*. In 1980, U.S. exports to the region increased by more than two-thirds from a year earlier to $6.2 billion, representing some 15 percent of all U.S. farm exports. One country fast emerging as an important market for U.S. wheat, corn, refined sugar and tobacco is Chile—last year, the United States supplied that country with $320 million of farm commodities, equalling 40 percent of its food imports.

THE AGRICENTER INTERNA- tional at Memphis, Tennessee, has local county officials expecting it to become a "focal point for American agribusiness and for agribusiness around the world." The $12 million permanent exposition, scheduled for groundbreaking sometime in mid-1982, represents the first permanent facility for farmers, researchers, equipment manufacturers and others in the world of agribusiness, officials say. The Agricenter will span 1,000 acres, with almost 800 acres set aside for demonstration plots using the latest in breeding research and advance production practices will be on display for visitors. Exhibition and administrative buildings will provide facilities for displaying machinery, pesticides and fertilizers and for seminars and workshops dealing with agribusiness.

Architect's model of Agricenter International at Memphis.

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FFA VISITS JAPAN

Photos by Author

By Ted E. Amick
Program Specialist

It was FFA meets FFJ this year as the 1981-82 National FFA Officers, Star Farmer of America Chuck Berry, Lennie Gamage and Ted Amick, National FFA staff representatives, participated in the International Experience Tour for National Officers. The tour centered on a study of agribusiness and farming programs in Japan, and was highlighted by special visits with members of the Future Farmers of Japan (FFJ) at Japanese vocational agriculture high school programs. The tour was sponsored by Mitsui and Co., Ltd., as a special project of the National FFA Foundation, Inc.

One of the first stops came at the Tokyo Central Wholesale Market, where the FFA group saw a good example of Japanese marketing. One hundred twenty species of vegetables and 600 species of fish are sold each day at this market, and it's the largest fish market in the Orient, with annual sales over $300 billion.

At the American Embassy, Bill Davis, agricultural counselor, led a discussion on United States - Japanese marketing. He emphasized the marketing efforts of American companies in Japan.

Mr. Kazuya Kodama, executive managing director of Mitsui and Co., Ltd. provided the official welcome to Japan. The officers participated in discussions on the increasing need for U.S. grain and foodstuffs in Japan.

One highlight came during the weekend trip to Tajima High School in central Japan, where host family visits for each member of the FFA group brought a first-hand understanding of Japanese cultures. Scott Watson, national FFA vice-president from the Central Region, summed up his experience:

"I'll always remember the Sakamoto family as gracious and loving. So much like home—enjoying sports, food and the simple life in general—in a home environment. I extended my invitation to the United States; I hope they can accept. Our gift and photograph exchange and letters will always give us a strong hold on the days when the Sakamotos gained a new family member—the American."

Later, at a Tajima High School assembly the officers asked "what they (Japanese students) would like most if they went to America." One Japanese high school student replied, "I would like to go to the U.S. and attend an American high school and exchange this experience."

At the Ito Yokado supermarket complex, the national officers and Star Farmer were introduced to Japan's latest concept in food merchandising. Food merchandising in Japan is traditionally in small "mom and pop" type stores. The Ito Yokado

Below, National FFA President Scott Neasham gets a first-hand look at the "Deli" section at Ito Yokado supermarket complex in Tokyo, Japan.

supermarkets, with their chain of 170 stores, have adopted a form of Western grocery marketing—but with more emphasis on varieties of fish and vegetables. Western brands and varieties of foods were found here, and food prices are higher than in the United States. Ito Yokado U.S. imports include live beef from Iowa and frozen chickens from Alabama, Mississippi and Arkansas.

Everyone had an opportunity to test drive a Kubota tractor. This company specializes in diesel tractors, and produces 40 percent of the tractors found on Japanese farms. In addition to a plant in California, Kubota tractors can be found in 100 foreign countries. In Japan, most of the tractors are owned by cooperatives.

Japanese Life

Japan could almost be described a land of wall-to-wall people. It's a country of 117 million people living on a land space about the size of Montana. Eighty percent of its population, residing in the major cities, live on a land space about 20 percent the size of Montana.

Lifestyles in Japan center on the family. A typical Japanese family evening would include crafts and playing musical instruments. American food is slowly entering the Japanese home. On a nationwide basis, bread was introduced only ten years ago. Fast food restaurants such as Denny's, Shakey's Pizza and McDonald's are everywhere.

Students are required to have nine years of formal education, but 96 percent receive a full 12 years. They go to school 5½ days a week, and all students wear a two piece black uniform and hat which includes special pins designating the school and class grade.

Vocational agriculture classes place heavy emphasis on skill development. They make extensive use of greenhouses, operate herds of dairy and beef cattle, create Japances-style nursery gardens and have specialty training shops in diesel engines and electric motors. Required studies include English, social studies, science, physical education, moral education, art and math. English is studied for six years, beginning in junior high school.

Many of the Japanese students and vo-ag leaders expressed a desire to tour and study in the United States, and are anxious to have FFA members participate in exchange programs in Japan. Interested members and teachers should contact L.H. Gamage, Program Specialist, International Programs, National FFA Center, P.O. Box 15160, Alexandria, Virginia 22309.

Korea

An extra three days were arranged for a brief study of vo-ag programs in Korea. This visit marked the first time any national officers had made an official visit to Korea. Here they met with the national officers of the Future Farmers of Korea, visited farms and met vo-ag leaders and teachers. Korea has 80,000 vo-ag students and 27,000 belong to the FFK. •••

JAPAN: *National Officers' Perspective*

What The Trip Meant To National Officers

Scott Neasham

"I believe that the Japan International Tour has helped the other national officers and myself to begin to understand a lifestyle completely different than ours in the United States. It opened our eyes to the unique customs and traditions that the Japanese live by. We looked at a form of government, education and agriculture that is different than the United States. We evaluated these areas seriously because the Japanese are some of the most productive and efficient people in the world.

"The Japan tour not only opened our eyes, but helped us to grow as well. The trip will help us to appreciate American agriculture even more and to speak out for the exciting opportunities that the United States has to offer. In short, our two weeks in Japan is helping us to truly, "Grow for America."

Vocational Agriculture In Japan

Melanie Burgess

"I was surprised to see that vocational agriculture in Japan is much like it is here in the states. Vo-ag is taught as a four-year curriculum with its major purpose to prepare the students for jobs upon graduation from high school. They also have an organization, Future Farmers of Japan, which is an integral part of their vo-ag program.

"Most agricultural high schools have about 10-30 teachers which 50 percent teach academics and the other 50 percent teach vocational agricultural classes such as rice production, animal production, horticulture, ornamental horticulture, ag mechanics, and farm management. They learn many of the skills which we learn in the states except on a smaller scale. Land being as limited as it is, the Japanese also stress land conservation and utilization and squeeze as much as they can out of the land that they have."

Families and Standard Of Living

Scott Watson

"Basically, the standard of living for the Japanese people is similar to that of the United States. The middle class, which comprises 70 percent of the country, lives in good conditions with ample nutrition. In that respect it is much like the United States. There are, of course, the upper and

(Continued on Next Page)

Below, National officers John Pope, Jack Stewart, Randy Hedge, Scott Measham, Melanie Burgess and Scott Watson with Star Farmer Chuck Berry in a Japanese shrine. Below right, each member of the American group met with Japanese host families prior to a weekend visit at Japanese farms, homes and communities.

Officer Perspective

(Continued from Page 11)

lower classes also. Most everyone has at least one TV, stereo and car. The housing is very functional and efficiency is the name of the game in Japan.

"My remarks are built on one basic premise. Japan's standard of living should only be a comparison between Japan's different classes. It would be unwise to compare our standard of living with theirs since their measurements of wealth and prestige are different than ours.

"Overall, Japan's 1.6 percent unemployment rate is a key element in the country's standard of living. The belief that some income is better than *more* income from the unemployment agency is a mainstay in the Japanese way of life."

On The Relationship Between Japanese Agriculture and U.S. Agriculture

John Pope

...On Productivity

"The Japanese people put great emphasis on agriculture. Every dollar that is put into the agricultural industry is there to benefit the Japanese people and to achieve maximum results. When one compares agricultural status with geographic size, Japan outproduces the Unites States."

...On Agribusiness:

"The industry of agriculture is number one in Japan and almost everyone is becoming involved, if not through production, then in agribusiness. Some of the agribusinesses are still the "traditional" Japanese "open-market" enterprises. But there are some agribusinesses that will rival ones in the U.S. The Japanese have built their agribusinesses on American success. They have visited U.S. businesses and markets and improved and expanded upon them. If their current rate of success continues, then U.S. agribusinessmen will have to improve their efficiency by studying the Japanese."

Getting To Know A Japanese Family

Randy Hedge

"On our ride from the high school to the Asano home, a 50 minute ride, we said about three words: "hello" and "don't understand." We had a traditional Japanese meal that night Mrs. Asano had prepared. We really had a hard time communicating until Uncle Akikuni and his wife and daughter came over.

"After supper we had a chance to get to know one another. I shared my background and likes (dislikes, etc.) with them and learned that Mr. Asano was a "beef farmer." The Asano family owns 25 head of Tajima cattle. That night we bowed good night to each other and went to bed still a little uneasy (on both sides) about the whole situation.

"The next day was great—and I do mean great. We met at the school, visited with the students and then met with our families again. This time we were both at ease and for the first time Mr. Asano smiled.

"I really like my family. They had become special people to me in just two short (but fun-filled) days. Overall, the experience was different but great—perhaps the best part of the whole trip."

Attitude Of The Japanese People

Jack Stewart

"The Japanese are very firmly entrenched in their values, traditions and attitudes about agriculture. Crossbreeding, which has undoubtedly helped American cattle, is very undesirable in Japan. It appeared to me that crossing or trying new breeds of cattle would be beneficial to the entire Japansese economy.

"People in Japan view large companies and themselves differently than we do. If they work for a company they *really* work *for* the company—not for themselves and a wage. They see the betterment of the company as a betterment of themselves.

"We, as young Americans, can learn from the Japanese and start working for the betterment of our companies which will also benefit us and our country. •••

Japan: Full Speed Ahead

MENTION the word Japan and certain images of small cars, streets crowded with people, rice fields and a strong economy comes to mind. The U.S. and Japan share a growing relationship which has some bright spots—and dark ones too.

Having survived the devastation of World War II, Japan today ranks among the highest in economic growth. Income, compared to U.S. income, on a per person basis has risen from 8 percent in the 50's to nearly 80 percent per person income level with that of the United States. In the 70's, its annual growth averaged 5.3 percent compared with 2.8 per cent in the U.S.

Since World War II the Japanese people have rebuilt their country with hard work and a plan for economic recovery. Today 70 percent of the Japanese people consider themselves to be middle class. They work hard and long: the average work week is 41.2 hours per week versus 39.7 in the United States.

What has brought about this drive in the Japanese people? It might be summed up in one word—"survival." Their dependency on the outside world has placed them in an uneasy situation: Japan imports more than 85 per cent of their energy, and their dependence on imported grain and food stuffs is just as serious. For example, Japan imports 96 per cent of their wheat, 96 percent of their sorghum, 82 percent of their soybeans and 100 percent of their corn. The largest purchaser of U.S. agricultural products is Japan. In 1980, Japan imported $7 billion of U.S. grain, soybeans and cotton. Value added products such as U.S. processed foods are in strong demand.

Even with small import quotas, Japan does import U.S. beef. One food chain, Ito Yokado, imports live beef from Iowa feedlots. Each head of beef has a Japanese tariff of up to $300 per head, is transported to Japan, quarantined for five days and then slaughtered. A few days later it's U.S. beef on the meat counters for Japanese purchase. Even in all of this, the company claims it's cheaper to import U.S. beef. They still have a long way to go; according to 1980 U.S. Department of Agriculture figures, Japanese per capita beef consumption is only 7 pounds per year—compared to 107 pounds per capita in the United States. Poultry consumption is 17 pounds per capita compared to 63 pounds in the United States.

Efficiency is the key to remaining in the marketplace. Japan can compete in the U.S. car and television market because they produce at a competitive price. Likewise, the U.S. farmer can sell $7 billion of agricultural products to Japan for the same reason—efficiency of production and steady supply.

In his welcome-to-Japan remarks, Mr. Kazuya Kodama, of Mitsiu & Co., Ltd., told the group of national FFA visitors:

"We have the same organization—Future Farmers of Japan. I made a speech to their convention of 3,000 members. I emphasized how U.S. farmers are very ambitious. They have introduced machinery including milking equipment, new fertilizers, silos, pesticides and have expanded their farming program. These improvements has made farming successful today in the United States.

"Japanese young farmers need this ambition to improve their farming programs. Modern techniques have been used in growing melons, green onions, and other vegetables. We have improved harvesting techniques with onions. Japanese agriculture has to improve like our computer and video industry. We have to adapt to the new age."

Over the past year, U.S. agricultural sales to Japan have increased 17 percent. USDA economist William T. Coyle predicts that "growth factors alone (population and per capita income) will keep Japanese demand for food on the rise." Over the past ten years, Japan has relied on the United States for more than one-third of its total agricultural imports.

It's all summed up in the "drive" of the Japanese people. They know the meaning of the word poverty—poverty experienced when the war ended. But today, Japan is a world leader in economic output. Management and marketing has put them in the "driver's" seat. *(Ted Amick)* •••

Speaking of Safety

Florida State Officers speak out for safety on Chapter FFA visits, part of a unique program sponsored by the Florida Farm Bureau

Above, Florida State President Chuck Duggar makes a point about tractor safety.

SAFETY is a big concern among agricultural leaders today, and for good reason: according to the National Safety Council, farming is now considered the number one risk-occupation in the country.

But state FFA officers in Florida are doing something about it. They've worked out a mutually beneficial program with the Florida Farm Bureau Safety Department. Throughout their year as state leaders, officers give safety demonstrations and programs during FFA chapter visits. In return, Farm Bureau pays the financial burden of state officer travel expenses.

"Our goal is to talk to 20,000 people this year," says State FFA President Chuck Duggar. During visits, the officers give a 30- to 40-minute presentation on several safety aspects, then give their presentation on FFA to their audience. "Primarily we stay in vo-ag departments, but since many schools don't have vo-ag, we give programs also at the home ec departments, to P.E. classes, civic groups—anyone who wants to hear," says Chuck.

Evidently several people indeed want to hear. The programs are in demand, says Bill Chapman, a district safety representative for Florida Farm Bureau.

"We'd be in a real bind if we didn't have these officers working for us, trying to keep up with all the safety programs people want," he says. He estimates Farm Bureau would probably need to hire two more full-time staff people to handle the programs state officers cover. "The officers take up the slack when I can't get to a school or company to give a program," he continues. "It takes the pressure off me of having to be on the road all the time, as well as other safety reps."

State officers do all the coordinating and scheduling of the visits, says Chuck. "We work our own little area, but the whole state eventually gets covered."

Not only is the program in demand, it's also a success, says Mr. Chapman.

"This is only my second year working with the FFA officers, but I've gotten a lot of good feedback from the school systems and teachers," he says. "I've yet to get an unfavorable report from any of them."

Although the program is optional for state officers, most are eager to participate because of the financial and educational benefits both to the individual and to the FFA organization.

"Normally FFA would be paying our expenses, but I would be driving my own truck," says Chuck. "Farm Bureau gives us a nice, dependable car and pays our expenses. We make these chapter visits anyway, so we give the program on safety and then talk to students about FFA."

Each year after their election state officers take a crash course in safety to prepare them for the demonstrations. This year the officers give programs on hunter/farm safety, tractor safety, lawnmower/chainsaw safety and emergency first aid. The safety topics vary from year to year and depend a great deal on the audience for each program.

In the Emergency First Aid program for example, state officers discuss and demonstrate how to work with pesticides and protective clothing, choking, artificial respiration and poisoning. To stimulate interest, officers use mock "victims" for their listeners to help illustrate certain safety and first-aid techniques. In the tractor safety area, officers give audio-visual presentations, and sometimes use a toy tractor to simulate balance and gravity problems.●●●

Below, State officer Vera Dunlap demonstrates emergency first aid technique on "victim" Bill Chapman, a Farm Bureau Safety Representative.

The Signs Point to Success

Vocational agriculture and FFA play a major part in this success story of a family with four members, their father/advisor and two ready-to-join younger brothers.

By Gary Bye

YOU know when you have arrived at the Tesnohlidek family farm: five familiar FFA signs greet you at the end of their drive. "An FFA Member Lives Here" each one says.

The FFA members who grew up on this idyllic farm, situated just a few miles from Fruitland, in southeastern Idaho, are no ordinary members. Vicki Tesnohlidek (pronounced "Tes-na-le-dik") is now serving as Idaho State FFA Reporter. Teresa is director of the national FFA Washington Conference Program. Cathy has just finished serving as an intern in Idaho's state legislature, while majoring in agriculture education at the state university. And Tony is a freshman at the University of Idaho with a 4.0 grade point average in pre-medicine. The last sign belongs to Dwaine Tesnohlidek, father and FFA advisor of these outstanding FFA members.

"Our kids grew up knowing there were things they 'got to do' and things they 'ought to do,'" says Dwaine. "We worked hard on the 'got to's' and hoped the 'ought to's' would fall in place."

In almost every case things have fallen exactly right for the Tesnohlideks. Dwaine, who has taught at Fruitland for 22 years, is rightfully proud of his children both as a father and vo-ag teacher/FFA advisor. Four of his six children have been through his vo-ag program—Teresa, age 22, Cathy, age 21, Tony, age 19, and Vicki, age 17. His youngest two sons already have livestock of their own. John is seven years old and Mike is five.

Cathy, left, Teresa, right, help move hay for Vicki's 12 Holstein calves which she is raising to sell. Cathy has seven cows with calves and Teresa has sold her calves to brother Tony.

Teresa, Cathy, Tony and Vicki all accumulated 4.0 grade point averages throughout their four years of high school. Each was valedictorian of their graduating class, in a school of over 350 students. All three girls served as state FFA officers, and Teresa and Cathy earned the American Farmer degree. Tony will apply this year.

"We learned early that if you want to win you have to compete," says Teresa, the oldest of the Tesnohlidek children. She says she started with a 4-H project in the third grade and kept building on those early experiences. This year she topped the list of honors she has accumulated by being named the outstanding senior at the University of Idaho.

Teresa passes much of her enthusiasm for the FFA on to other FFA members through the Washington Conference Program which she directs for the national FFA organization. "It really is exciting to see young FFA members filled with enthusiasm. They learn so much during their week in Washington and head back to their chapters with the desire to better themselves and their FFA chapters."

Teresa has a solid background in FFA from which to draw. She and her sisters and brother were each on a state winning parliamentary procedure team (all but Cathy served as chairman). Each of the four were selected as Star Chapter Farmer

The Dwaine Tesnohlidek family with the welcome signs at the farm, from left, Mrs. Tesnohlidek, Cathy, John in front, Vicki, Tony, Teresa, Mike in front, Mr. Tesnohlidek.

Photos by Author

and Star Greenhand of their chapter. And each served as a chapter and district FFA officer.

According to their mother Carolyn, a former grade school teacher, the Tesnohlidek children were given responsibility early on the farm. "They all have had livestock to care for and learned quickly that they needed to budget their time and to keep accurate records."

For Tony especially, the early training in record keeping paid off. In 1980 he was named state proficiency winner with his diversified livestock project. In 1981 he was again first in state, this time in the beef production category. And again, this year, he was named the state winner, based on his crops production program.

"Our family actually owns 140 acres of irrigated farmland," says Tony. "However, with the land that each of us has rented for our FFA projects, we farm a total of 240 acres and keep about 135 head of cows."

Since Dwaine works full time at his teaching profession, much of the work is done by Tony and his sisters. They raise alfalfa, corn and wheat. A typical summer day might find one girl baling hay, Tony hauling it to the barn, and another girl repairing fences.

Teresa has spent her last few summers involved in the Washington Conference Program. Cathy, however, prefers to be home working on the farm. "There is just so much to do and I enjoy farm life a lot," she says.

It is Cathy's love for agricultural life that has led to her choice of careers, teaching vocational agriculture. She says her own father has taught her the most about running a successful program. In fact, he has had 14 of his students go on to become vo-ag teachers.

"He expects a lot from his students and they produce a lot for him," she says. "He attracts the very best students, because he challenges them to excel." During his 22 years at Fruitland, he has won 45 state contests, has trained nine state FFA officers and produced several American Farmer degree recipients. His chapter has also received gold rankings at the National FFA Convention.

One of the highlights of Dwaine's career was when one of his teams won the National Dairy Products judging contest in 1980. Both Tony and Vicki were on that team. Vicki was the nation's high individual judge and Tony was tenth.

This year Cathy, as a college junior at the University of Idaho, was selected to serve as an intern for the Idaho Wheat Commission. She worked closely with the state legislature and helped lobby for legislation to benefit the state's many wheat growers.

As an intern, Cathy often called upon her communications skills to make her position clear. As you might expect, she received much of her training as an FFA member. Both she and Teresa competed in FFA Public Speaking contest. In 1979 she finished fourth in the Western Region competition. Teresa had placed third at the same contest in 1976. Vicki did nearly as well in the Extemporaneous Speaking contest, finishing second in the state.

All three girls had competed as freshmen in the FFA Creed competition and reached the state finals. Teresa was the state winner, Cathy placed second and Vicki was fourth.

Although FFA has been a big part of their lives, the Tesnohlideks also enjoyed success in a number of school and community activities. "Since our high school is fairly small there is a lot of opportunity to get involved," says Vicki.

Vicki, Cathy and Teresa each served as drum major for their high school marching band. Tony became a good enough musician to be named to the National FFA Band. Vicki excelled as a singer, and joined the National FFA Chorus in 1980.

Sports too took much of their time and energy. All four played basketball for Fruitland High School for four years. Tony's team won the state championship in his junior year with a 26-0 record. And this year Vicki's team was beaten only once and ended the season with 23-1 record. Their only loss was to the state champion.

Tony competed in football for four years and was named to the all-conference team both on offense and defense. All four competed in track, as well, and Cathy qualified twice for the state meet as a distance runner.

(Continued on Page 22)

Tony has rented an 80-acre farm from a neighbor. He is feeding out 40 head of feeder cattle for sale as part of his supervised occupational experience program.

SMALL FARMS, BIG COMEBACK

Small farms are back, but their new look may surprise you.

As recently as a decade ago, small farms were considered headed for extinction—a victim of American agriculture's booming success and heavy emphasis on the "big is better" policy. "Either grow or disappear" seemed to be the small farm operator's apparent choices.

Now, however, U.S. Department of Agriculture research shows small farms are coming back in a big way. During the '70's, rural life became the good life for a growing number of people, with small farms springing up across the landscape—slowly at first, then sharply upward, indicating that the small farm comeback might be as dramatic as its reduction of 10 or 20 years earlier.

"There is a growing realization that small farms are not a declining backwater of American agriculture," reports Howard W. Kerr Jr., who serves as USDA's Agricultural Research Service coordinator for small farms research in the northeastern United States. "In fact, small farms in the northeast and elsewhere in the country are gaining an increasingly important role in the nation's agriculture."

Mr. Kerr did a survey of farming in 1979 and again in 1981 in the northeastern United States. In the 12-state area from West Virginia to Maine, Mr. Kerr found 42 percent of the farms surveyed were small farms. In some states, notably New Hampshire, Rhode Island and West Virginia, fully 60 percent of the farms were considered small.

Mr. Kerr says that the survey results indicate a possible 18-20 percent increase in the number of small farms by the end of the 1980's.

One question quickly becomes obvious: What makes a farm "small"? The Census Bureau says an operation qualifies as a farm if it has at least $1,000 worth of sales annually, but it makes no other definitions for "small" farms. John van Es, a University of Illinois rural sociologist who has done extensive research on small farms in the midwest, takes the Census Bureau's definition two steps further.

VAN ES: "In the past we have typically looked at small farmers as poor farmers, people who missed the boat when agriculture started moving . . . from my observations in the midwest, there are probably very few of those people left. The small farmers of today appear to be mainly people who deliberately set out to buy a farm because that's where they wanted to be."

"For our research, we said they (small farms) had to be at least five acres up to 100 acres," he says. "We also added the stipulation that the family operating the farm had to actually be living on it." Mr. van Es and his colleagues did research in two Illinois counties in 1980, and their results prove interesting to say the least.

A New Look

Although small farms are on the rise Mr. van Es says the folks running those farms are drastically different from those of yesteryear.

"In the past we have typically looked at small farmers as poor farmers, people who missed the boat when agriculture started moving, and then somehow they couldn't expand or get the equipment and were stuck," he points out. "From my own observations in the midwest, there are probably very few of those people left.

"The small farmers of today appear to be mainly people who deliberately set out to buy a small farm because that's where they wanted to be," he adds.

Certain generalizations about the new small farms became evident from university research, says van Es. Most are owner of their land; an "overwhelming" number of them are part-time farmers; about 2/3 grew up on farms and 1/3 have non-farm backgrounds. Not surprisingly, most "new" small farmers appear to rely heavily, almost exclusively on their off-farm income.

"Most of these people are non-farm employed workers who farm on the side

(Continued on Page 35)

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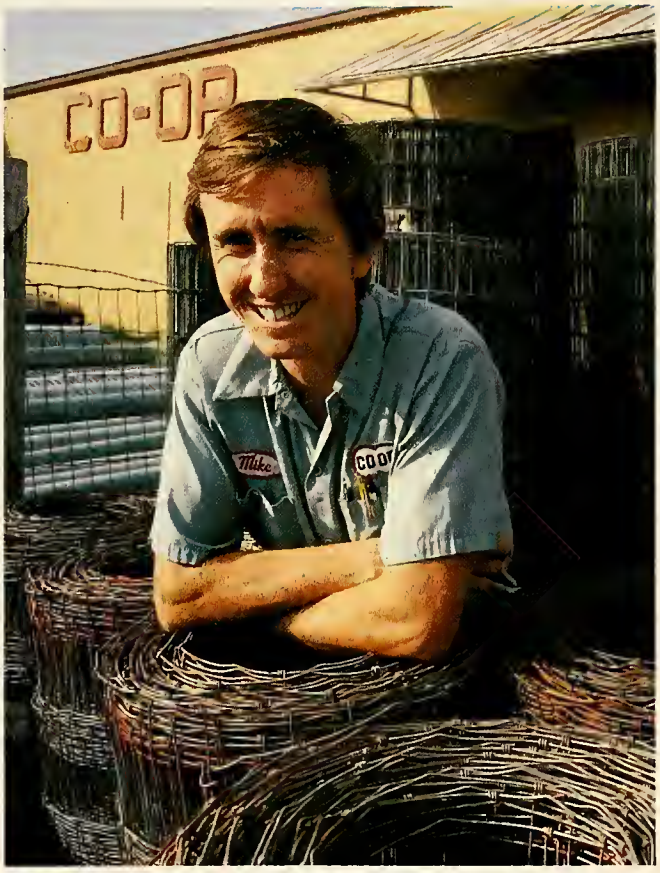
SUZUKI

The Star Agribusinessmen



Above, Southern Region Star Agribusinessman Michael Welch, of Speedwell, Tennessee; below, Eastern Region Star David Wenger, from Myerstown, Pennsylvania.

Photos by Bill Stagg

Above: Bob Wolf, Jr., Star Agribusinessman of America from Baldwin, Wisconsin; below, Terry Daniel, western region Star from Mesa, Arizona.

The Best in the Business

By Michael Wilson

EVERYONE knows there's more to agriculture than just farming. And for one reason or another not everyone can have, or chooses to have a career in production agriculture.

Fortunately, the diverse aspects of the agriculture industry allow young people virtually hundreds of different options for careers, such as processing, sales and service, mechanics, horticulture—all under the vast umbrella known as agribusiness.

Since 1969 the Future Farmers of America has recognized achievement by FFA members involved in agribusiness through the Star Agribusinessman award, and this year is no exception. We thought it might prove interesting to check in with the four Regional 1981 Star Agribusinessmen—the best in the business—and report on the challenges they faced in making the move from FFA member to the "real" business world. The following profiles offer insight for anyone interested in the vast and diverse aspects of business—offered from four individuals who are truly the "best in the business."

Bob Wolf, Star Agribusinessman of America

The 1981 National FFA Convention saw Dale Robert (Bob) Wolf, Jr. named Star Agribusinessman of America. Bob is owner-manager of Bob's Greenhouses and Flower Shops in Baldwin, Wisconsin.

Bob started work at the Baldwin Greenhouse in 1975, doing behind-the-scene jobs like shredding soil, weeding and transplanting. "I treasured every day's work, because I knew if I worked hard I could someday become owner of the greenhouse operation," he recalls.

Bob's opportunity came in 1979, when he was offered the chance to lease the business for two years. Two years later, his business venture paid off, and Bob became owner of the retail-wholesale operation in the spring of 1981.

"I've always told myself that by hard work and a steady mind a lot can be accomplished," says Bob, "especially if you let yourself expand and try new ideas. I stress extreme quality and the best service in everything that I produce and sell."

Bob means it when he says expand—that same year he added a fully stocked garden center. Later in 1981 he purchased a greenhouse and flower shop in nearby New Richmond, Wisconsin.

"This new greenhouse has 10 greenhouses and has expanded my wholesale growing capacity one-fourth, while doubling my retail sales capabilities," Bob says. "My long range plans for the New Richmond greenhouse is to buy ten acres of land and build a completely new facility with dome, conservatory, pet shop, landscaping center and flower shop—as well as 20 - 30,000 square feet of growing area for wholesale."

Bob says he's learned how to run his business better and more efficiently since his start three years ago.

"Through all this expansion, I'm really learning the importance of marketing and keeping ahead of market trends," he says. "Since I went from five employees last spring to 32 this spring I've learned to give each person certain responsibilities, and to delegate responsibility to managers at both of my stores."

Michael Welch

Michael Welch of Speedwell, Tennessee, has successfully combined work experience with college instruction to become the Star Agribusinessman from the Southern Region. By day, Mike works at the Claiborne Farmers Cooperative as a salesman and mechanic; by night, he attends school. Because of his father's death in 1980 Mike is also responsible for the family farm.

"My decision to select an agribusiness field was one that was made deep down in my heart," he says. "I was raised on a farm and enjoyed farm work ever since the age I was just big enough to be with my dad in the field. But up until my high school years I didn't take farming very seriously—until I began to study different methods of record keeping and practices through FFA."

Determination is one key characteristic Mike initiates throughout his busy work, school and farm schedules.

"I've been able to finance part of my education and equipment cost from working at the local cooperative," he says. "Hard work pays off if proper management and determination is given to each task."

"One important learning experience I had in FFA was agriculture mechanics," Mike continues. "As a result, I can keep equipment repaired and also construct some useful projects for farm use."

The Southern Region Star Agribusinessman's story is a testimony of someone who has learned the value of priority.

"As it stands now, my job comes first, school second and farming third—everything else has to come after that," he says. "I guess that's one reason I'm still single—I haven't taken time enough to let someone come before my career."

"Stepping off on my own was a big move in my life," he adds. "There are always plenty of worries. But I never thought that I wouldn't make it, because determination can make dreams come true."

Mike's advice for others is to carefully select a career that will be satisfying, and put everything behind it to make it successful.

"Be prepared to take the good with the bad, and learn by your mistakes—don't make the same ones again," he stresses. "Always be willing to do your share of the work, and that little bit extra until the job is done."

David Wenger

David Wenger, of Myerstown, Pennsylvania, is this year's Star Agribusinessman from the Eastern Region. David is a farm machinery appraiser/buyer, and started with the family machinery company in his pre-teens attending farm sales every weekend. Because of his strong FFA family tradition (two older brothers received the American Farmer degree and one became Eastern Region Star Agribusinessman), David got involved in FFA at an early age also.

"I began attending FFA activities when I was about ten years old," he explains, "and I guess it was around this time I started to learn what the program was all about, and how gratifying it could be to set such high goals."

About 85 percent of the Wenger business involved buying and selling used tractors and machinery, and in 1980, David was named the number one buyer for Wenger's. He says his background is the reason for his entering the farm equipment field.

"I was raised on a farm and worked around the farm machinery business all my life," he says. "I enjoyed fixing broken machinery and working with the customers. I also realized that if I worked in our family operation hard enough, it could become profitable to me."

David spends most of his time traveling, attending several auctions and sales around the country. His expertise at machinery appraisal gets better and better as he gains more experience. What's more, he's developed a good attitude about his vocation.

"It's important for someone to enjoy

(Continued on Page 22)

FUTURE FARMERS AND THE FUTURES MARKET

Amid cries and shouts of floor brokers, the controversial game of futures trading continues to have a direct impact on farmers and the prices they receive

by Joanne Owens

SOME call it legalized gambling. Others say it is a good and necessary force to protect farmers against financial disaster resulting from wide swings in the prices of agricultural products. For sure, commodity futures trading is controversial.

Young people considering a career in agriculture should know about futures trading and its place in the rapidly changing world of agribusiness.

The futures market, as the name implies, is a market in which prices are established for commodities that will be delivered at some future date. In the futures market, one buys and sells, not the actual commodity itself, but a *contract* for a certain grade and amount of a particular product.

A futures contract can be cancelled or liquidated by buying or selling an equal but opposite contract any time before the delivery date. For example, if a farmer *sells* a contract of December corn, he liquidates his position by *buying* a contract of December corn. It is possible to *take delivery* and actually receive or deliver the corn, but this is seldom done.

Commodity futures prices are established through public outcry on the floors of several commodity exchanges. Exchanges do not set prices, but merely provide an organized and carefully controlled meeting place and trading opportunity for those wishing to participate.

There are over a dozen commodity exchanges here and abroad. The largest is the Chicago Board of Trade, where traders deal primarily in wheat, corn, oats, soybeans, and soybean meal and oil. At the Chicago Mercantile Exchange futures contracts are bought and sold mainly for cattle, hogs, pork bellies (frozen uncured bacon), turkeys, lumber, and potatoes. There are large exchanges in other cities where trades are made in sugar, coffee,

Right: Chicago Board of Trade brokers and traders often use hand signals to supplement their verbal bids and offers. Below, price boards and tickers flash commodity prices all over the world as traders buy and sell commodities.

cocoa, orange juice, cotton, rice, and other products. Non-agricultural commodities such as gold, silver, currencies, and bonds are also traded.

At a commodity exchange, the forces of supply and demand meet. On the trading floor the market level (and therefore the prices of products all over the nation) is established by the cries and shouts of floor brokers, while electronic tickers pick up the information and communicate it to the world.

The main purpose of the exchanges is protection against *actual* or *spot market* price fluctuation for agricultural producers and processors, both called *hedgers.*

Hedging is a marketing tool to minimize risk by *locking in* prices. It is widely used by sellers and buyers of agricultural products who protect themselves against the risk of price change. For example, a hog producer calculates the cost of raising his livestock and figures his break-even point and profit aims. To insure profit in the event of lower prices at delivery time in October, he *sells* futures contracts equal to the market value of his hogs. He is then *short* October hogs. A meat packer wants protection against rising prices for hogs he will need in October, so he *buys* hog contracts. He is then *long* October hogs.

A wheat farmer figures the value of his wheat crop and determines how much per bushel he needs to make, and then he *sells* futures contracts equal to the predicted value of his crop. He is *short* wheat. A flour miller needing protection in case of upward trends in price, *buys* wheat contracts. The bakery is then *long.*

Hedging is merely taking a position in futures equal to and opposite one's existing or anticipated cash position. If prices go down, the hedger makes a profit on his *short* (selling) futures position that offsets money he loses on his actual crop. If prices go up, he loses on his *short* futures position, but that loss is offset by increased profit he receives in the *cash* or *spot* market. Since a hedger's primary purpose is to protect himself from price changes in the spot market, he ordinarily liquidates his contract before delivery date.

In addition to the *hedger,* there is another kind of commodity trader call a *speculator.* He plays an important role in the futures market because for every seller there must be a buyer, and vice versa. The speculator is necessary to the smooth function of the market because he takes the opposite side of a trade and makes continual hedging possible.

Speculators are in the market, not for protection, but for profit, which they hope to derive by assuming the risk that hedgers are trying to avoid. The speculator tries to determine if the price of a commodity is going up or down. If he thinks it will go up, he buys a futures contract which he will sell before delivery date at a profit. If he thinks the price will go down, he will sell contracts and buy them back before delivery date.

Both hedgers and speculators, unless they are members of the exchange, trade through *brokers.* For a fee, a broker keeps clients informed of prices and market trends. He places orders by telephone to the floor of the exchange.

Speculating is risky business. But farmers can benefit greatly from a carefully planned hedging program to lessen risk.

A futures trader must deposit *margin money.* This is "good faith" or "earnest money." Traders do not have to pay the full amount of a futures contract, but whether buying or selling, they are required to deposit a certain percentage of its value. For example, a wheat contract consists of 5,000 bushels of wheat. If the price of wheat is $4.00 per bushel, the total cost of the contract would be $20,000. The trader is required to deposit in his margin account 10 percent of the contract cost, or $2,000. If adverse market action lowers the amount of one's margin account, additional margin money must be deposited.

Futures trading is highly complex, and there are no automatic formulas for reaping easy profits. One who wishes to speculate should be keenly aware that the stakes are dangerously high, and the hazards are many. Among those who invest in commodities as a speculative venture, only a small percentage are winners.

Farmers can benefit greatly from proper use of the futures market, but they should remember the difference in *hedging* and *speculating.* A carefully lanned hedging program can reduce some of the financial risk involved in growing and selling agriculture, but it can lessen its degree. It does not protect against low yields or high production costs. It is a management tool, not a get-rich-quick scheme.

Those who intend to enter a hedging program should carefully select a reputable broker with extensive experience in the field who can provide competent professional guidance.

Additional information on commodity futures trading can be obtained from your state and county Extension Services. •••

Photos courtesy Chicago Board of Trade

Agribusinessmen

(Continued from Page 19)

their work," he says, "and work hard at it. The FFA awards played an important part in helping me realize that keeping records, working hard and being able to communicate with people that have experience is the key to enjoying any kind of success in business."

David says he relied heavily on more experienced individuals as he grew up, and listened carefully to their advice.

"I often talked with my father, ag teacher and older brothers for advice on how to do certain projects," he says, "and I still do today.

"I believe a young farmer or agribusinessman never knows enough to afford missing another idea," David advises. "It's important to have an optimistic outlook, and a person that works hard is respected by everyone."

Terry Daniel

Terry Daniel, owner of Daniel's Landscaping and Grading in Mesa, Arizona, is this year's Star Agribusinessman from the Western Region. Terry, a landscape contractor, first decided on a landscaping career in 1976.

"I've always loved working with plants, designing landscapes and working outdoors," says Terry. "In my first year of ag in high school I got into mowing yards and maintenance, then working with bigger crews doing rock landscaping and grading."

A national Turf and Landscape proficiency award winner, Terry says FFA played an important role in developing his interest, through horticulture classes and FFA horticulture teams.

"Plus FFA has helped me learn how to keep books on a month-to-month, year-to-year basis—it was just a good learning experience," he adds.

In 1978 Terry bought out his employer, opening his own business in 1979. But it wasn't easy.

"My biggest challenge was money," Terry says bluntly. "The first thing was to try to get a loan to buy the business. It took me two-and-a-half months to find an ag-based bank that mainly works with farmers, one that knew what it would take to start a business like this.

"Everybody told me I wouldn't be able to pay off my loan in four years—and I paid it off in two," he adds with satisfaction. Terry says his FFA background probably helped sway the lender's decision to give him the loan.

Terry says one of the most important aspects of his business is developing good public relations in the community.

"You're always dealing with the public, different kinds of people," he says, "and if you don't care about them, then they won't care about you—if you don't take pride in your work, then they won't want you out on their job.

"If you're just in there to make a buck and leave, then forget it," he stresses. "A customer wants someone who will stand behind the work and do it right." •••

Signs to Success

(Continued from Page 15)

"The whole family has had to work together to get everything accomplished," says Dwaine. "They help each other out in any way possible, even though they might be competing against each other. They learned to work under pressure and the challenge that goes with it."

Dwaine says when his children were all in high school, they would occasionally plan a night out for dinner, just so they could sit and talk about their activities and their goals. The "assessment" dinners often corresponded with the day they received their report cards.

The family agrees there was the potential for problems since dad was also the FFA advisor. "We tried to make the situation as fair as possible," says Teresa. "I think everyone understood my dad was trying to be as even-handed as he could be."

The situation never really became a problem. All the Tesnohlideks were liked by their classmates. All three girls were elected as cheerleaders. Teresa served as yearbook editor for three years. And Vicki twice captured the lead role in the all-school musical.

Both Teresa and Cathy were elected as homecoming royalty. Also, Cathy and Vicki were chosen to attend Girls State. All three girls and Tony were officers in their Church Youth Organization.

It is clear, the Tesnohlideks of Fruitland, Idaho, are one outstanding family. Dwaine gives much of the credit to the FFA program. "It just gives a student so many opportunities for success. They learn to compete. How to win. And how to lose. Best of all, they learn to set goals and work for them."

Happily the story doesn't end here. Dwaine is still teaching. In fact, he says he and his 100 FFA members are having their best year ever. Vicki is now serving a year as State FFA Reporter. Tony will seek the American Farmer degree next fall. Cathy may soon become Idaho's only woman vo-ag teacher. And Teresa leaves her impression on hundreds of FFA members through her direction of the national FFA Washington Conference Program.

Best of all, there are two little Tesnolideks who can't wait to put on the blue jacket as FFA members. And their dad says he just may teach long enough to serve as their advisor.

With two more signs at the end of the driveway—look out Idaho. •••

Family meetings around the kitchen table are the place to share goals and problems. Often family members discuss who will take over the chores for another. From left, Mike, Cathy, Vicki, Tony, Mr. Tesnohlidek, Teresa, Mrs. Tesnohlidek and John.

Watching the sunset from Rattlesnake Grade after a memorable day together.

GET THE WHOLE SHOOTIN' MATCH
FROM THE GOOD OL' BOYS.
CCI, Speer, RCBS & Outers

ANY KID CAN LEARN TO SHOOT A RIFLE. HANDLING IT LIKE A MAN IS THE REAL LESSON.

Jim Campbell taught his son about shooting, the same way his dad taught him. And we think it's a lesson worth repeating.

The way he tells it, the most important thing in learning to shoot is learning how to handle responsibility. That includes a respect for game laws, a respect for property, a respect for safety and a proper respect for nature.

For his age, John is a fine shot. Which in this case says as much about his dad's careful teaching as it does about the care we take in making our 22 ammo.

The Good Ol' Boys make a variety of 22 ammo including the Stinger, Mini Mag, Maxi Mag and Shot Shell.

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Of Cherries and Challenges

Photos By Author

Andrew Barker handles challenges on a daily basis to help keep the Barker Brothers' cherry and greenhouse business growing.

By Michael Wilson

WHEN Andrew Barker sees red, it's not because he's angry. In fact, for Andrew, the color red—cherry red, to be exact—means money in the bank.

Andrew, from the Davis FFA Chapter in Kaysville, Utah, is a cherry champion. As part-owner and full-time manager of Pine Ridge Nurseries here in Kaysville, he's responsible for literally all aspects of the nursery's greenhouse, root stock and cherry orchard business. The nursery was established nearly two years ago as a joint business venture by Andrew and his two older brothers John and Jed, and was partially financed by returns earned from the adjacent 300-tree cherry orchard. Since the beginning, the business has flourished—and Andrew's sound management and innovative marketing methods helped earn him top honors in the Utah Fruit and/or Vegetable competition and place third in the Star State Farmer competition.

Most people can't afford to make mistakes in a business, especially one just getting on its feet. But 18-year-old Andrew

Right: Andrew makes sure his bedding plants at the Davis vo-ag greenhouse get proper attention. Above, a pruning demonstration illustrates Andrew's "tree surgeon" skills.

is not only just starting, he's currently expanding the greenhouse/nursery operation—and he's used both solid experience plus classroom instruction to cut risk.

At first glance, Pine Ridge Nurseries looks like many other small, successful businesses. A modest, but functional shop acts as the hub of activity; nearby one sees the skeleton of a soon-to-be completed 124-foot by 30-foot multi-purpose facility, along with the familiar upside-down "V" shaped greenhouse purchased from the Davis vo-ag department; and rows and rows of sweet cherry trees fill a nearby lot.

Andrew's story really began several years ago, when he and his two older brothers started raising sweet cherry trees and other fruit trees as a hobby. The cherry orchard was initiated by oldest brother John, who planted the trees and developed it as a Supervised Occupational Experience Program through the FFA. But it wasn't until 1981 that the three brothers came together in partnership to launch Pine Ridge Nurseries. J. Forest Barker, Andrew's father, recognizing his sons' interest in nursery operations, put up the initial money for the project.

"My dad has always been interested in cherry production," says Andrew. "He became interested because of some friends who worked in a nursery, and I learned a lot from him."

In December of 1980 the Barker brothers began building the shop and hidden root cellar, and by spring of 1981 Pine Ridge Nurseries was open for business. With brother John away teaching school and brother Jed pursuing studies at college, Andrew found himself responsible for managing the new enterprise.

Andrew knew his task wouldn't be easy. Utah, which produced 4,380 tons of cherries in 1981, is one of the top cherry-producing states in the country. Becoming established in this competitive market could have proven difficult. But Andrew had two aces going for him: prior experience and specialized vo-ag classroom instruction. What may be even more important, Andrew knows the value of setting goals.

"I think the ability to set accurate goals is a major aspect of any successful agricultural career," he says. "My two older brothers and I wouldn't have been able to achieve any position or award without having set goals at the beginning."

Andrew stresses customer service at Pine Ridge Nurseries, and often goes out of his way to answer questions customers may have. The results, so far, have been impressive.

"Surprisingly enough, we really did well our first year as far as sales go," he says. According to Andrew's FFA Advisor Bill Ekstrom, the high sales volume is no surprise at all.

"The Barker brothers really go out of their way to be helpful to customers," says the Davis FFA advisor. "If someone goes there to buy a tree, they'll even prune it for the customer before they leave. One lady had just bought a little juniper tree in a gallon pail, but those boys drove five miles to deliver it to her house, then showed her how to plant it. They do things like that all the time."

Marketing is another important element of the nursery business, says Andrew. "I've learned different methods of selling, which enables us to have several outlets for our fruit—and enables us to get the highest price for it, also," he explains. Some outlets include fresh pack (selling cherries directly to a grocery chain) and selling for brine (used for maraschino cherries).

Perhaps one of the most innovative selling methods is the "U-pick" operation Andrew developed, where people come to the nursery and pick their own cherries—a smart way to develop good public relations while providing advertising for other products of the nursery, like bedding plants, onion seed and landscaping services.

"I supervise pickers, weigh the cherries and direct the U-pick operation," the State Farmer explains. "Supervising and selling directly to the public has given me experience I'll need in management." His effort paid off last year when Pine Ridge sold nearly ten tons of cherries through "U-pick."

As a nurseryman Andrew has had to wear several hats: salesman, businessman and marketer to name a few. But above all, he's a producer. He's learned the value of propagating breeding of trees through bud grafting—taking the bud from one tree and attaching it to the branch of another then cutting the initial branches to produce a new variety. Andrew says it's cheaper to propagate trees than to buy them already propagated, and virtually all commercial plants are propagated through grafting.

"What we do is take three or four varieties and graft them on to a wild cherry variety resistant to just about all diseases that could possibly destroy a tree," the Davis FFA'er explains. "As a result, we get a healthier, more vigorous and more disease-resistant tree."

One valuable growing tool is the underground root cellar built into the hill behind the shop at Pine Ridge Nurseries. The root cellar could easily substitute for a bomb shelter: six inches of cement and three feet of dirt line the ceiling while nine inches of cement and even more sod outlines the four walls. The temperature here stays at 45 degrees year around and plants are lighted artifically, enabling Andrew to control the growth of starter trees.

"The root cellar helps hold trees in a dormant stage so we can sell them to the customer cheaper," Andrew says. "It saves us labor, and we can save the customer about five to ten dollars because they aren't having to pay for the potting mix or pot."

Andrew also produces onion seed, which could provide essential income in case bad weather causes fruit trees to freeze during the winter months.

"When we first started our onion seed program, we were very small and going against some stiff competition," he says, "but now we grow certified seed."

Andrew hopes the new multi-purpose greenhouse will complement and increase the production of the nursery. But although the business is expanding, he still remains financially cautious.

"Money is the biggest problem in a business like this," he says. "We don't want to grow so fast that we have to borrow more money than we can actually handle."

In the world of business, Andrew has gained much from experience. But he's also learned about decision-making through FFA.

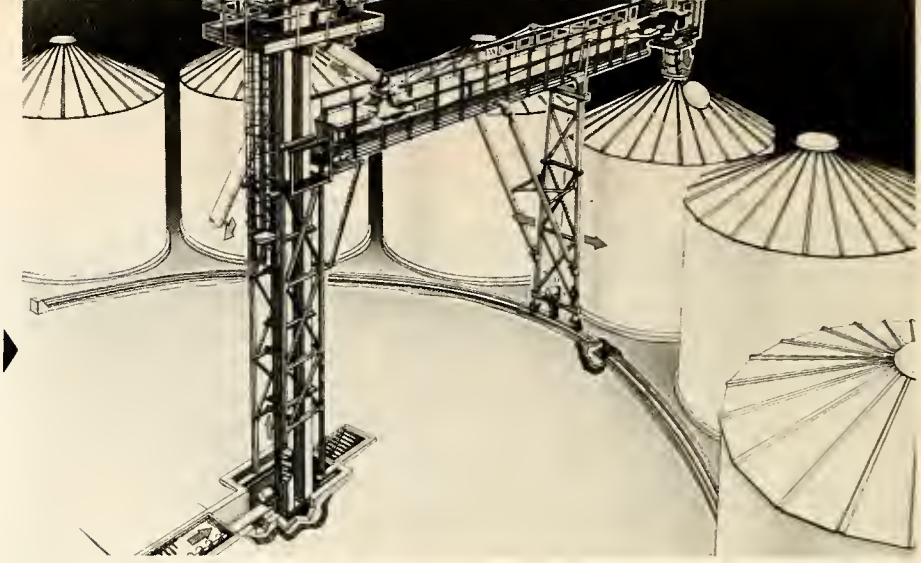
"You've got some decisions that you have to make, whether you want to or not," says Andrew thoughtfully, "my FFA background helps me make those decisions."

Whether it's through FFA, the classroom or good-old-fashioned hard work, Andrew Barker has come a long way in a very short time. His previous experiences have prepared him well for a bright future as a nurseryman, and with the kind of leadership he provides at Pine Ridge Nurseries, sales are sure to continue upward—as will the colorful career of this Future Farmer nurseryman from Utah. ●●●

Andrew in a lighter moment with Davis Advisor Ekstrom (center) and State FFA Advisor Dr. Paul Peterson.

What's New In

AGRICULTURE



Right, W.E.H. industries introduces a new grain handling concept called the Con-Vator, featuring a pivoting conveyor which travels in a 180-degree semi-circle, discharging grain.

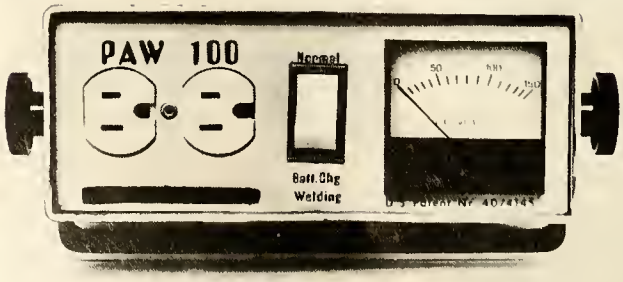
Below, FARMTRONIX introduces the MICRO-TRONIC, an automatic feeding system specially designed for dairy herds of 10 to 60 cows.

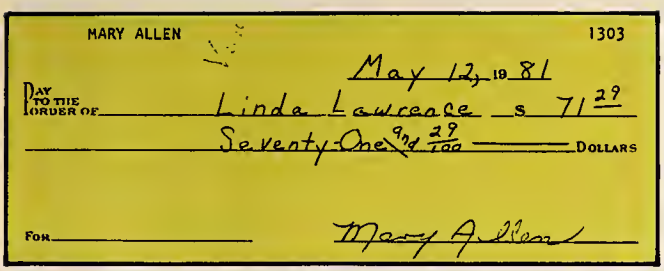
Right, Sperry New Holland introduces the 1426, a new self-propelled baler available in either twine or wire-tie versions, featuring standard diesel power. The 1426 combines the fast transportability of self-propelled design with the heavy-duty baling ability of the pull-type model 425.

Left: Soil Groomers, by Brillion Iron Works, is a new line of secondary tillage tools that prepares one-trip seedbeds, incorporates chemicals and puts the finishing touches on almost any primary tilled ground ahead of planting or seeding.

Below, the new series 300 feed transport cart by Weaver features rear control panel and front-end discharge. The cart has six variable unloading speeds, and the tricycle running gear offers complete stability yet allows for tight turn radius.

Left, Solar Agri Distributing, Inc. introduces the PAW 100, a power source which can produce up to 45 amps, 120 volts and 3,750 watts. Weighing only five pounds, the PAW 100 will provide power for electrical tools, charge batteries, and work on any vehicle with an alternator.



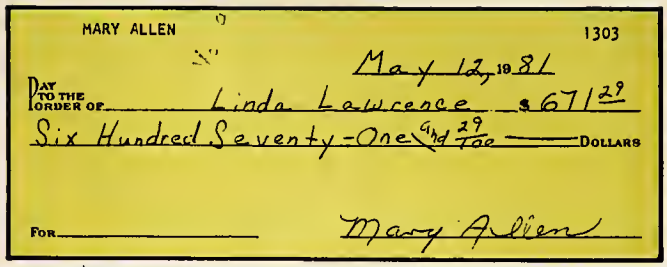

MARY ALLEN 1303

May 12, 1981

PAY TO THE ORDER OF Linda Lawrence $ 71 29/100

Seventy-One and 29/100 DOLLARS

FOR Mary Allen


MARY ALLEN 1303

May 12, 1981

PAY TO THE ORDER OF Linda Lawrence $ 671 29/100

Six Hundred Seventy-One and 29/100 DOLLARS

FOR Mary Allen

Too much empty space made this check an easy mark for an extra $600 for someone who might alter a check.

CHECK YOUR CHECKS

By Charlotte Jones

MONEY is nice. In fact, money is great! But checks are even better. They are easier to carry around than soap (once used in Mexico) or elephant tusks (used by some primitive peoples).

Checks are also less risky than carrying the large amounts of cash needed in today's economy. In fact, over 24 billion checks worth more than $12 trillion clear United States banks each year.

But checks must be handled with care, as one mistake can be very costly. Here's how you can protect your own checking account.

When writing a check write legibly, write the figure amount as near the dollar sign ($) as possible and write the cents amount in smaller print and underline it. Begin writing the amount in words as far to the left as possible, and draw a line through any remaining space so the amount can't be changed. Do not leave space between words or letters. When writing the word "and" between the dollar amount and the cents, slant the word and underline it.

Use a pen to write all checks. Never use a pencil as the amount could easily be erased. Also avoid using felt-tip pens (some banks will not accept them).

If it is necessary to write a check for "Cash," do not fill it out until you are ready to present it for payment since anyone can cash such checks. It is poor judgment to sign a blank check or to give anyone a blank check you have signed.

Record each check you write into the register provided by your bank. Include the person or company and the amount as well as the date and check number. This way if a check comes back which has been altered you will have a record to which you can refer.

Balance your checkbook each month to be sure your register corresponds to the bank's statement, thus making sure no checks have been altered.

Learn when to expect your monthly bank statement and never let it lay in your mailbox or anywhere else that it could be picked up. Contact your bank if it is more than two days late.

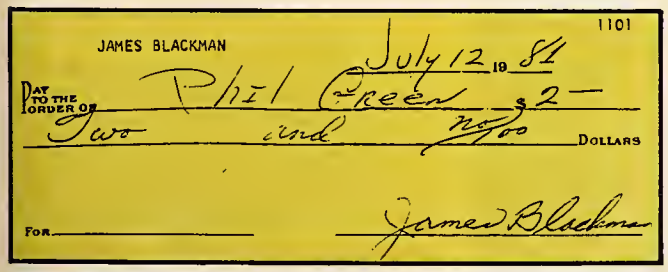
Your bank statement can provide a sample of your signature, as well as tell a thief when your statement comes, thus when he/she could draw on your account without your knowing for a month. It also tells how much you keep in your account, thus how much they could probably safely draw without you being notified of being overdrawn.

Establish the signature you prefer and never alter it. Write clearly, connecting all letters of each name. Don't get in the habit of using a scrawled or a printed signature, as these are easily forged. Keep blank checks away from anything showing your signature such as your canceled checks, or from your identification cards and other articles containing your signature.

If a forged or altered check is returned by the bank, notify the bank immediately. You'll probably be asked some information or required to complete a form. Then an investigation will begin. There is a possibility you will not be able to use the money in your account for a while, but most banks are insured against these losses.

Too much space left between words, in addition to making a dash mark instead of "00/100" made it easy to alter this check from two dollars to two thousand dollars.

Original:


JAMES BLACKMAN 1101

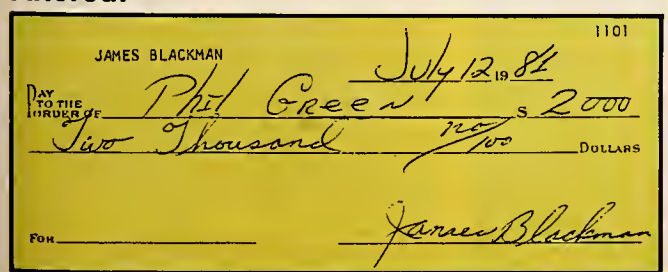
July 12, 1981

PAY TO THE ORDER OF Phil Green $ 2—

Two and no/100 DOLLARS

FOR James Blackman

Altered:


JAMES BLACKMAN 1101

July 12, 1981

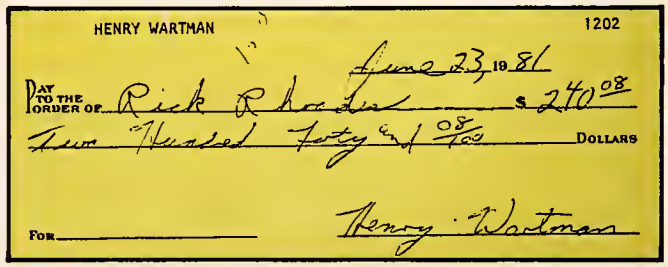
PAY TO THE ORDER OF Phil Green $ 2000

Two Thousand no/100 DOLLARS

FOR James Blackman

Sloppy penmanship, space left between words, plus not "crowding" the dollar sign ($) made alterations on this check a simple matter.

Original:


HENRY WARTMAN 1202

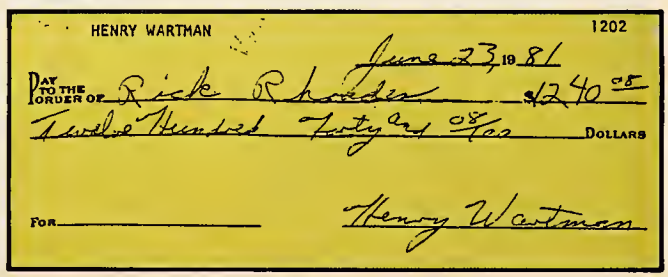
June 23, 1981

PAY TO THE ORDER OF Rick Rhoden $ 240 08

Two Hundred Forty and 08/100 DOLLARS

FOR Henry Wartman

Altered:


HENRY WARTMAN 1202

June 23, 1981

PAY TO THE ORDER OF Rick Rhoden $ 1240 08

Twelve Hundred Forty and 08/100 DOLLARS

FOR Henry Wartman

Brian Albers, left, gained personal and financial rewards managing his father's beef operation.

HARVESTING OPPORTUNITIES

As official manager of his family's beef operation, Brian earned college expenses and self-confidence at the same time. When the opportunity knocked, Brian was there to learn from it.

BRIAN Albers, North Dakota's state FFA president, wants to stay close to farming until he's ready to give full-time attention to his family's livestock operation.

After college and a try at teaching, he hopes to return to a successful family beef enterprise, one he has already proved he can handle.

In early 1981, Brian brought his family's 660 head of crossbred steer and heifer feeders through the winter on the Albers' farm at Hazen, North Dakota. Only 17 at the time, he was responsible for the herd while his father served in the state senate chambers 70 miles away at Bismarck.

From January through March, the young man held down presidencies of both his local FFA chapter and his high school student body while earning a large share of his college expenses by managing the family beef enterprise.

"Thanks to decent weather and the combination of good haylage and high-moisture barley we feed, my winter paid off well in money as well as experience," Brian recalls. "Besides learning how to make decisions about ration planning and veterinary treatment, I had a lot of fun!"

Brian's dad, Robert, had offered him a salary plus a $400 bonus subject to $50 per head death-loss penalty to handle the beef enterprise. With a perfect record on that count, the young cattleman not only collected the full bonus, but also enjoyed valuable personal rewards from the experience.

Maintaining steady gains on a third of a million dollars worth of stock provided both challenge and satisfaction, Brian admitted. Though his father was able to come home most weekends, he continued to delegate authority to Brian throughout the legislative session.

"At first, bad weather scared us a little, but it also taught some lessons, such as how to make decisions fast," Brian said. "I also learned about the value of preventive equipment maintenance and the need to prevent herd stress. In fact, my folks and I have developed a system to reduce movement of animals before shipping and we can run them through innoculation, inject vitamins and implant at an average of only a minute and 45 seconds per head. By emphasizing efficiency, good records, and top-quality feeds, we managed to keep our critters healthy."

Brian said that through all his lonely days of running the feedlot he now

ALBERS: "At first, bad weather scared us a little, but it also taught some lessons, such as how to make decisions fast; I learned about the value of preventive equipment maintenance and the need to prevent herd stress . . . By emphasizing efficiency, good records and top-quality feeds, we managed to keep our critters healthy."

appreciates being able to use automated feeding equipment in an enclosed, drive-through feed room. The Albers have invested in two scales, along with feed rolling and measuring equipment, two belt feeders and facilities to process their feed, according to Brian.

The Albers automated feeding setup was a big help to Brian in setting up a successful FFA Rumensin feed trial that helped him win State Farmer status several years ago, he reports.

During the summer, Brian helps chop and truck oatlage, alfalfa-sweet clover haylage, corn silage, and a mixture of short-season sudan grass with millet. The family harvests forages from a section of deeded land and about 910 rented acres up to 10 miles away. They buy 12,000 bushels of "wet" barley at a discount from neighbors each year. Three Harvestore structures process feed for five pens of cattle.

Both Brian and his folks are able to produce beef at a total cost of 43 cents per pound, including interest, land, feeds, and the cost of facilities. To further streamline the operation, they weigh their cattle ten at a time on a digital scale, moving one decimal place for a simple yet reasonably accurate average individual figure.

Self-confidence he gained while managing the lot has speeded Brian's growth in FFA, he believes. As a state officer, he chaired a series of district leadership workshops in his area and actively serves on the newly organized North Dakota FFA Foundation Board. He also keeps busy visiting chapters. Brian says that when he visits FFA chapters, he tries to spread the word that individual participation was a key to his progress.

Officials at Hazen High, a school with about 200 students, recognized Brian's leadership development, according to his former FFA advisor, Dale Roemmich, now an ag loan officer at a local bank.

"We came within an eyelash of not having Brian as a local and state president when he got the chance to become student body president," Roemmich noted. "I advised him to try both and, with hard work and patience, he became the first person in memory to hold both jobs at once here."

Brian originally planned to make music his college major while minoring in animal science. Now, he indicates he may switch his major this summer to vocational ag education. This would allow him to work with farmers and ag students while teaching music in North Dakota schools, he says.

"My father is far from retirement age, so I thought I could emphasize agriculture in college, teach music a few years and gradually get back into farming," he said. "Dad is an innovative farmer with a strong desire to keep his business competitive, so I know there will be a place for me back home."

His father's choice of up-to-date electronic equipment on the farm and his good results with computerized AgNet state extension management services offered through the local bank has affected Brian, too. He said he's looking forward to computer science training at the university.

Recognized as a top vocal soloist as well as an exceptional public speaker, Brian won both first place prizes offered in his state's FFA speaking contests. His chosen subject for prepared-topic competition was natural farm energy sources.

Like many other FFA achievers, he credits early encouragement from his FFA advisor and a brother's string of livestock show ribbons with spurring him to join FFA and develop his social skills.

For those FFA members with any ear for music, Brian recommends developing that interest. Vocal training can help speaking abilities, such as varying tone, pitch, and delivery, and performing with an instrument or voice in front of a group builds self-confidence, he notes.

"Singing and traveling for FFA have been eye-openers for me," Brian observes. "I've learned a lot outside the classroom about other parts of the state and country—and about other phases of the beef business."

Brian says he expects his vocal performances and public speaking will also yield an edge in a future farming career. For instance, he feels better prepared now to work with ag lenders, cattle marketers, or breed groups.

Would he like to use those oral skills to follow Dad's footsteps into public service? Brian hasn't ruled out that possibility, he answers.

For now, Brian says he's concentrating on music practice and college classes at North Dakota State University at Fargo, where he is a freshman. Meanwhile, he's sharing as much of his time as he can with FFA.

"I'd rather make my own path, of course, but I do keep an eye on current events and trends in government," he says. "I wouldn't mind being the second generation state senator from our family and I do plan to stay active—on and off the farm."

Brian and his Dad examine home-grown haylage and samples of high-moisture barley they purchase and process to feed in their backgrounding beef operation.

The Importance of "Thanks"

This Star State Farmer's appreciation for his family is good advice for anyone.

THE old line about the letters F - F - A standing for *"Father farms alone"* is one that often circulates among FFA members and their families. Ironically, the phrase sometimes holds true—and we sometimes take dad for granted as he's left to carry the work load while we're off to another judging contest or chapter meeting.

But every so often an individual comes along who typifies the brighter side of this coin, someone able to gain success both in FFA and a career at home in farming. M.C. Callaham, Jr., is one such individual.

"Junior," as he is known to all, is the 1981 South Carolina Star State Farmer from the Belton-Honea Path Chapter. But this story won't focus on his SOE Program, nor will it center on Junior's other FFA accomplishments, which have been many.

Instead it is simply a story of a young man who has learned the value of appreciation, and the value of a father's farming experience. Junior was raised in a rich farming tradition, and together with his father M.C. Callaham, Sr., the duo stress management and hard work to keep one step ahead on the family wheat, soybean and cattle operation.

Junior has received good training in the Belton-Honea Path vo-ag classroom throughout his four years of high school. But he also makes known his appreciation for his father, and the education he's received on the farm.

"I loved growing up on the farm—it's been a good experience," Junior says through a strong southern accent. He speaks softly, but his enthusiasm is obvious. "I was always with my father, and the more I farm with him the more I learn, everyday," he says. "He and I did it together, and I had a great feeling knowing I accomplished things with my father."

Junior's statement is simple, but one that many fathers never hear. For one reason or another, we sometimes forget to thank them for the rare opportunities we receive at home.

Junior, who was also the state Ag Electrification winner last year, plans to farm full time eventually. he says he's glad for the learning experience at home, because "if I had to learn on my own, it'd be a long road."

Junior Callaham, South Carolina Star Farmer

"I didn't know about all the problems you'd have to face in farming," he says, "but now I'm sure of myself."

Although farming is the main occupation, it's by no means the only livelihood at the Callaham farm. Between Junior, his dad and younger brother Sammy, the trio's diverse skills might amaze the most gifted craftsman,as witnessed during a drive through the sunny South Carolina countryside.

"There's a church we reshingled," Junior casually points out. "We built that fence . . . and there's a utility building we wired . . ." The list went on until Junior, becoming slightly embarrassed hesitates, and adds: "Farming is the main thing, but this family does just about everything."

Junior's electrical skills were cultivated under the watchful eye of BHP FFA Advisor Harold Mackey, now in his 24th year at Belton-Honea Path.

"I wish I had a hundred more students like Junior," says Mr. Mackey. "He really wants to get all the knowledge he can, and in this computer age you need all the training you can get." As evidence, Junior studies electronics at a nearby technical college.

"He's dedicated to his work and he certainly has established his goals," Mr. Mackey adds. "He's going to fight very hard to see that those dreams and goals are realized."

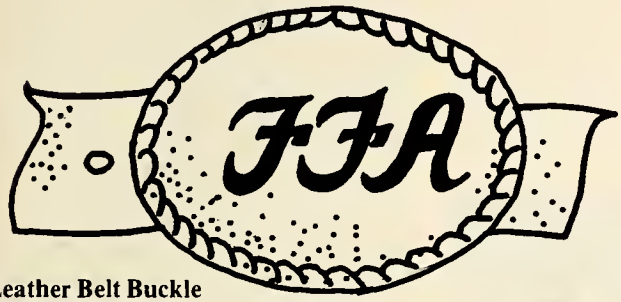
Mr. Mackey stresses leadership and "learning by doing" in the classroom and vo-ag shop at Belton-Honea Path. One visit through the BHP Ag Department is a convincing testimony—with home, farm and welding projects line the tables, and students work diligently and enthusiastically at their learning experience.

As for Junior, his future lies in farming. Although he admits he is concerned about the numbers of farmers who are getting out of the business, Junior feels that with good management farming is still a profitable venture. With his vo-ag and FFA background combined with his "hands'on" experience at home, it's safe to say Junior has an exciting and rewarding time ahead of him—a testimony to his appreciation for the present. •••

Below, Junior and Advisor Mackey discuss an electrical problem.

FFA Supply Service

"Sneak Preview" **All new items that you have requested—coming this Fall!**



Leather Belt Buckle
(By Tony Lama)

Imitation Leather Coat!
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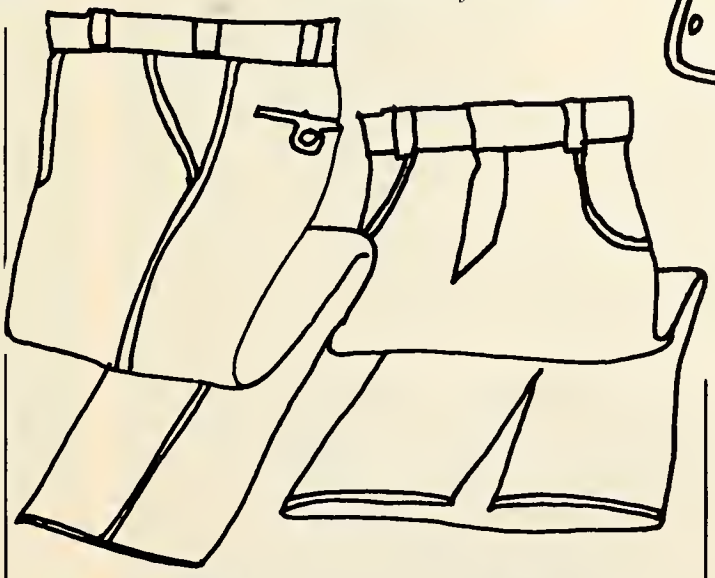
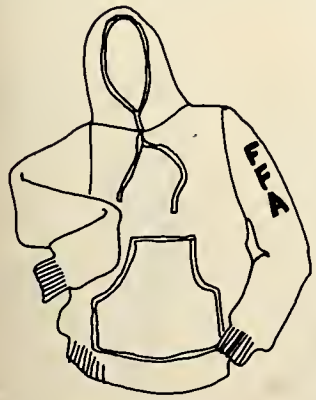
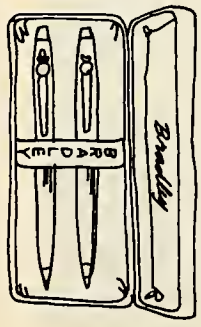
Jogging Shorts



Black Trousers, Girl's Slacks, Skirt
For Official Dress.

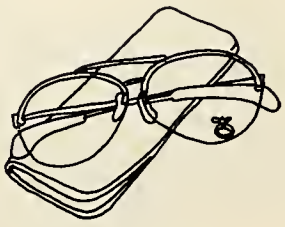


Blue Sweat Shirt With Hood



Presentation Pen And Pencil Set
(By Bradley)

Navy Blue Collegiate—Style Sweater



Stylish Sunglasses And Case.

Look for these (and many more new items) in our new catalog to be mailed to all chapters in the fall!!!

How Do Fast Foods Stack Up?

ALTHOUGH the consumption of "fast foods" has increased dramatically over the last 25 years, the overall impact of fast food on the diet in the United States is often exaggerated. While 35 percent of the food dollar is now spent away from home, only 20 percent of the meals are actually consumed away from home.

And only one in four of these meals are consumed in fast food restaurants.

Yet the nutritive value of fast foods is under constant criticism by food purists and activists. In fact, fast foods are considered by some to be a threat to the nation's nutritional well-being.

Food purists often say that good nutrition requires eating natural, organic, basic, vegetable, fresh, wholesome, or nutritious health food. And that bad nutrition results from eating processed, preserved, refined, manufactured, artificial, fast, fun or snack "junk" food.

Furthermore, good nutrition results from consumption of protein, vitamins, trace minerals and fiber. Bad nutrition results from consumption of calories, carbohydrates, fat, cholesterol, sugar, salt and chemical additives.

The use of these buzzwords in nutrition education, and the attempt to categorize nutrients as good or bad only helps to confuse the consumer. It also contributes toward a rising and unnecessary distrust of the value of our total food supply.

A perfect example of the problem with nutritional buzzwords is the use of the term fast food. Consumer activists generalize by stating that fast food is notoriously high in sugar, fat, calories and salt while low in fiber—and thus detrimental to health.

It is rarely mentioned that fast food refers to a generic cateogry of food which is prepared and served in rapid order—and which can be utilized for proper nutrition if the consumer has proper nutrition education.

Fast foods include breakfasts, hamburger style, fried chicken, pizza, submarine sandwiches, fish and chips and Mexican-American style foods, to name a few. Variety is available in a fast food setting, and the term *fast* refers to service rather than the food.

It is important to point out that the ultimate fast food is human milk. When the infant cries the mother will nurse. Human milk happens to be high in calories, fat, cholesterol and sugar, and low in fiber. But as we all know, human milk is not hazardous to the health of the infant.

The fast food industry has been responsive to consumer interest in the nutritive value of its foods. Most fast food chains have conducted extensive nutrient analysis of their foods. Knowledge of the nutrient composition of fast foods provides a basis for meeting any nutritional criteria.

Most of this nutrient information, however, has not reached the average consumer. This is due to problems in interpretation of nutritional labeling guidelines established by the Food and Drug Administration and nutritional advertising guidelines developed by the Federal Trade Commission.

Early criticism of fast foods usually included complaints of limited menus and scarcity of variety. While fast food franchises still offer limited choices centering on individual items, such as hamburgers, chicken or pizza, most have diversified and have added more items to their menus. Some chains now feature open salad bars which provide a wider food choice and answer the often heard criticism that vegetables are not available in a fast food setting. The addition of breakfast items in many fast food restaurants has seen dramatic increase in gross sales, and has offered quickstop breakfasts to consumers who otherwise skip this meal.

Fast foods, in general, are excellent sources of protein, most vitamins and most minerals. As a class of food they can be considered to be calorically dense, a good source of salt and low in fiber. Individual fast foods, however, do vary in nutrient content as all foods do. Consumers who are willing to request nutrient information from the major chains are able to tailor their own individual diets, including therapeutic diets.

The best recommendation for proper diet is to select from a wide variety of foods and to maintain ideal body weight. Many nutritional guidelines have been developed over the last few years. These include the U.S. Department of Agriculture's Type A school lunch; the nutrient density approach; the U.S. Senate United States Dietary Goals; USDA/HHS Dietary Guidelines for Americans; and the Food

How Fast Food Got Started

Prior to World War II, the United States was a collection of regional states which reflected different lifestyles and customs. The ethnic and regional diversity of our heritage is illustrated by the different foods prepared in different ways: New England clam chowder, Boston baked beans, Southern fried chicken, Virginia ham, New Orleans creole and Texas chili. And most meals were consumed family style at home.

World War II changed our lifestyle dramatically. We became a mobile, transient society. Traditional rural, regional differences were replaced by an urban, heterogenous melting pot society. Family life was altered as more and more women became wage earners away from home. Grandparents began to retire to the Sunbelt, and traditions began to disappear.

Food habits began to change—eating away from home became more of a necessity than an occasional treat.

Pioneers in the food service industry recognized this change in family lifestyle, and our greater dependence on the automobile. Ray Kroc of McDonald's and Colonel Harlan Sanders of Kentucky Fried Chicken were two of the early entrepreneurs who foresaw the need for quick service food for a quick-oriented society. And the "fast food" industry began.

Today, it is rare to find a community without a strip of highway surrounded by neon lights and fast food restaurants. In 1978, fast food sales at an estimated 100,000 fast food outlets amounted to more than $19 billion. This equaled a per capita expenditure of approximately $400 per year. Expenditures on food eaten away from home increased from about one out of every four food dollars in 1960, to about one out of every three food dollars in 1978.

and Nutrition Board report, "Toward Healthful Diets."

The best guide to proper nutrition for normal individuals, however, is still the basic four food group concept—and this can easily be applied to fast food. Plan meals with representatives of the bread and cereal group, the meat, fish, poultry and bean group, the milk and dairy group, and the fruit and vegetable group.

A cheeseburger with lettuce, tomato and onion, a serving of french fries and a shake provide representatives of the basic four food groups.

Similarly, a taco consists of a cereal shell, ground beef, shredded cheese and shredded lettuce and tomato.

Pizza is another excellent example, with the cereal crust, tomato sauce, cheese and various vegetable and meat toppings.

A typical fried chicken dinner with mashed potato, cole slaw and roll would beat the basic four group criteria if a glass of milk was included with the meal.

The bottom line for proper nutrition rests with the consumer. Proper food choices at home and proper food choices away from home is the answer. Fast foods are still food. And proper nutrition depends upon an educated and aware consumer. •••

(The story was adapted from the Winter 1982 issue of *The Professional Nutritionist*, and written by Howard Appledorf, Ph.D., Professor of Nutrition, University of Florida.)

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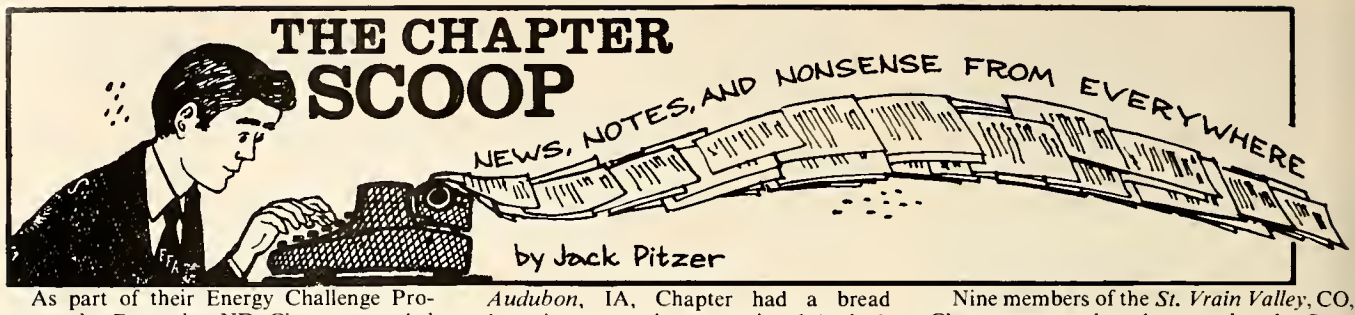


As part of their Energy Challenge Program, the *Fessenden*, ND, Chapter awarded a special Energy Challenge award to the best exhibit at the school's science fair related to energy savings. Two members, **John Eldredge** and **Mark Hagemeister** won the $10 prize and certificate from the FFA.

N-N-N

In order to promote participation from the whole school in their first FFA sponsored blood drive, the *Geraldine*, AL, Chapter presented a skit featuring "Super Donor" at a high school assembly.

N-N-N

For *Ogilvie*, MN, Safety Project we have been clearing dangerous road corners of brush so that you can see around them. Also we dug out fire hydrants after all the bad winter weather.

N-N-N

The *Gilroy*, CA, Chapter has an annual breakfast for Greenhands, the sophomore class, and the chapter officers. Everybody gets to know each other better that way.

N-N-N

The officers of the *Cumberland Valley*, PA, Chapter met for coffee and doughnuts with their school faculty on the first day of FFA WEEK to tell them what events were planned during the week, encourage their participation and help them know why there were so many activities going on at the school.

N-N-N

The FFA won first place for their snow sculpture in the annual Winter Ice Carnival at *Ogemaw Heights* High School in MI.

N-N-N

FFA in *Dola*, OH, has started a BOAC Project to bring industry into the community.

N-N-N

Dawne Brunner led the Pledge of Allegiance each morning during National FFA WEEK for the **Walkersville**, MD, school.

N-N-N

The *Clinton*, AR, Chapter has an annual FFA rodeo at the end of the school year. Members clean, paint and repair the arena for a two night rodeo to raise money for the chapter. Belt buckles and money are the prizes to the top individuals in each event.

N-N-N

In appreciation for all the help and support the Alumni has given the chapter, *Colby*, KS, FFA prepared and served the annual FFA Alumni Banquet meal. Advisor **Jones** was head chef.

N-N-N

In IL, the *Huntley* FFA Chapter has turned a local dumping area into a wildlife refuge and gained a great deal of community recognition and support for their improvement project.

Audubon, IA, Chapter had a bread redemption promotion on national Agriculture Day. They refunded a nickel per loaf of bread, which amounts to the farmers' share of income derived from a loaf of bread.

N-N-N

The *Reynolds* FFA Chapter in Winston-Salem, NC, helped out the student council by planting four cherry trees at the school.

N-N-N

A source of beautification project ideas for the High School *District 214* FFA in IL, was a visit by various members of the chapter with mayors or town managers in the villages around their school district.

N-N-N

McKay, OR, Chapter held their annual Christmas tree sale.

N-N-N

According to Reporter **Beth Nelson**, the *Smithville*, MO, Chapter is planning a big celebration for its 50th Anniversary year. The chapter was formed in 1932 with 44 members. A special committee has been set-up to contact the past award winners, chapter officers, and honorary members.

N-N-N

Prague, OK, FFA'er **Buddy Power**'s show heifer got loose at the local livestock auction and ran through a housing development to a nearby pasture. In the chase, Advisor **Navrath** got his pickup stuck chasing the calf.

N-N-N

Franklin-Simpson FFA in Franklin, KY, had **Omar Pinson** as a member for seven months. He was an exchange student from Panama and participated in all the chapter's activities during his stay in the United States.

N-N-N

Chapters in *Union*, *Clark* and *Champaign* County, OH, were given an opportunity to practice for upcoming judging contests when the *Fairbanks* Chapter hosted a special workshop for judging teams. Training was given for agronomy, dairy products, entomology, farm management and wool.

N-N-N

The *Huron*, SD, Chapter Greenhand ceremony invited American Farmer degree recipient **Emery Tschetter** to talk to the new members.

N-N-N

Claremore, OK, FFA earned a delegate to the state FFA Alumni Leadership Camp because they signed up ten new members for the FFA Alumni Association.

N-N-N

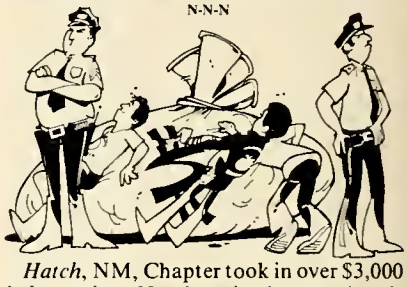
According to **Craig Locke**, secretary of *Gallatin County*, KY, FFA, Advisor **Vaught** has promised to buy steak dinners for all regional winners in the FFA Field Day.

Nine members of the *St. Vrain Valley*, CO, Chapter were selected to receive the State Farmer degree this year, according to **Margaret Regnier**, chapter reporter.

N-N-N

Support from local businesses made it possible for the *Butte*, NE, FFA to have a free pancake breakfast, open to the public, in recognition of National Ag Day.

N-N-N



Hatch, NM, Chapter took in over $3,000 at their auction. Nearly twice last year's sale.

N-N-N

The *Little Dutchmen*, PA, FFA Chapter basketball team won their county tournament again this year. That makes six years in a row they've won it.

N-N-N

And in other basketball news, the *Linn*, KS, FFA Chapter played the Alumni Affiliate there. The Alumni won 63-57.

N-N-N

After the March chapter meeting, the *Cory-Rawson*, OH, members were treated to free bowling by the chapter treasury.

N-N-N

Support from local businesses made it possible for the *Butte*, NE, FFA to have a free pancake breakfast, open to the public, in recognition of National Ag Day.

N-N-N

A sweet fund-raising project of the *Petoskey*, MI, FFA Chapter is to buy or collect sap from the area's tree farms and boil it down and sell the maple syrup to the community.

N-N-N

When the *Martinsville*, IN, FFA members went to the grade schools to teach Food for America class, they took with them Leroy the calf, Darla the rabbit, Gilligan the chicken, and Abraham the lamb.

N-N-N

During National FFA WEEK, *Fountain City*, WI, FFA challenged the faculty to a volleyball tournament and won five games.

N-N-N

Kenny Cheatham is quite a money-maker for the *Jefferson Forest*, VA, Chapter. He sold 111 boxes of fruit this year according to Advisor **McKenzie**.

N-N-N

The Greenhand Parliamentary Procedure team of the *Wallowa*, OR, FFA Chapter consists of **Scott Smyth, Darrel Skillings, Danielle Williams, John Stonebring, Kent Miller** and **Rob Young.**

N-N-N

Don't let the summer go by without sending some news about your chapter. Many chapter reporters or other officers might let up on their efforts to keep Chapter Scoop well informed.

Small Farms

(Continued from Page 16)

and that appears to be their priority, too," says Mr. van Es. But the sociologist stresses that although the small farmer does not rely on his farm income financially, most are *very* sincere about their farming operation.

"I don't want to imply that they don't care—they tend to be very serious about what they are doing," he says, "but they realize that economically, farming isn't going to make them rich."

For many, farming is serious business, but they farm by choice, not necessity. Farming is only a part-time, extra-income activity often chosen more as a lifestyle than an occupation.

Interestingly enough, midwestern small farmers of today produce the same commodities as larger, neighboring farmers. In the midwest it's mostly grain, cattle and hogs, says Mr. van Es.

Luther Tweeten, agricultural economist from Oklahoma State University has also been involved in small farm research. His data show many of the same statistical trends as Mr. van Es': operators farm part-time; produce the same commodities as large farmers; and derive most of their income from off-the-farm sources.

And what are these mysterious off-the-farm "sources" of income? Ironically, it is industry, the same drawing card that took workers *from* the farms years ago. Mr. Tweeten says industry management has discovered that small cities and towns welcome them, and often have an available and willing work force to run their plants. But these new small farmers are not only blue-collar, but also often well-paid white-collar professionals as well.

He says most of these part-time operators have little or no experience when they begin farming, and must seek help. They often turn to county extension personnel, but more often to operators of larger farms. They like to pick a local farmer as a role model, plowing and planting when and as he does. Here, Mr. Tweeten says, extension efforts help the small farmer through a "trickle down" effect from the larger operator.

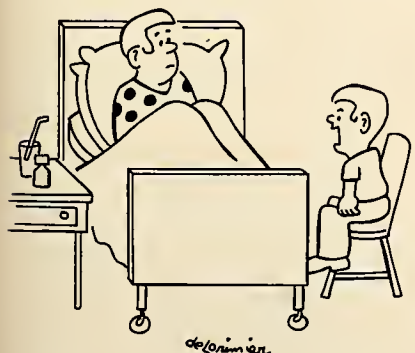
For the extension agent, advising the new small farmer is going to be different from past days. "We can't even assume they are all that concerned with expanding their farms or output," Mr. Tweeten states, "or for that matter, with making a profit."

Mr. Tweeten points out that American farm technology is geared to supply the needs of larger farmers, and feels manufacturers would do well to look closely at this new group. The small farmer is not going to need huge, four-wheel drive tractors with air-conditioned cabs, costing $60,000 to $80,000 each.

One area that probably won't be greatly affected by small farmers is total farm output.

"These people currently produce only 6.5 percent of the total U.S. farm output, says Mr. Tweeten, "yet, they account for 60 percent of all our farms in numbers, and that figure is expected to grow."

Mr. Tweeten adds that small-farm operators also reap several tax advantages under the new arrangement. Many small farmers express major psychological benefits from living on a small farm, such as satisfaction gained from growing things, living in a country setting away from a metropolitan area and an overall affection for the "farm life." •••



"Oh, by the way: don't worry about the chores while you're here. Mom sold the farm."

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Photo: The 2X EER scope on the Ruger Red Hawk .44 Magnum is secured by the new Ruger mounting system. The 12X is mounted on a custom Remington Model 700 short action.

LEUPOLD

Performance starts on the inside

C.K. does the "Texas Skip," a rope trick created by the late Will Rogers. This is the most difficult rope trick of all.

ROPIN' TALENT

C.K.'s special FFA talent helped him jump into the rodeo business

By Herm Nathan

CLAUDE Kevin (better known as C.K.) Reid, 20 is one of about a half-dozen trick rope artists in the United States. C.K., who served as an area FFA president in Texas two years ago, has been earning $100 to $150 a performance for the 75 rodeos in which he has performed during the past two years. He turned professional four years ago, joining the Professional Rodeo Cowboys Association. Since then he has trick-roped for President Carter in 1980 for a campaign rally and has appeared on two national television shows.

C.K.'s career started by accident, when the student council sponsor suggested six years ago that each council member work up an act for a school talent show. "After that, my FFA Advisors Billy Sullins and W.B. Shepard asked me to be in the FFA talent show," C.K. says. C.K., who has been roping animals for years, put a couple of things together for the shows and "I decided if I could build my act I could make some money."

C.K. paid $5 for some second-hand black lights, treated his ropes with fluorescent paint and began teaching himself additional tricks.

C.K. does a rope trick while seated on Homer—who shows his displeasure with the closeness of the rope by giving a little extra kick for the camera.

He knew other trick ropers used horses in their acts. "That's the only reason I got a bull; I am the only one. Most guys have horses and I wanted to have something different."

With $750 of his earnings, he bought a Brahman bull calf he named Homer and started training him to bow, prance, be ridden like a horse and do other show tricks.

Now, C.K. says he "wouldn't take anything for Homer." He's even had a custom saddle made for the bull at a $900 cost.

Brahmans have a reputation as the worst-tempered cattle, but their white color led C.K. to believe a white bull would look better in his act. He admits Brahmans "are funny. You've got to handle them with care and respect them."

When C.K. bought Homer, a rodeo friend warned him to have Homer castrated. "He'll get you if you don't. If you don't you'll wish you had," the friend cautioned. C.K.'s response was, "Naw, not Homer."

C.K. is still paying the doctor's bill for that decision. When Homer matured, he got mad and treed C.K. on the family picnic table. The next day C.K. asked his father to put Homer in the pasture. Again the bull got mad. "He got Daddy down and into the barbed wire. The doctor put 40 to 50 stiches in Daddy, and Homer got castrated."

C.K.'s act is so good that when he auditioned for a position in Six Flags' (located at Arlington, Texas) summer production as a 16-year-old, the judges offered him a job at Astroworld on the spot. But his mother said, "At 16, Houston was too far. For a 16-year-old, I don't even know about Arlington." C.K. was called back a second time and hired for Six Flags in Arlington, even though the amusement park didn't know where it would use him.

When C.K. graduated from Hillsboro (Texas) High School, he went on the road with his rope tricks to earn money for college. He's currently a junior at Southwest Texas State at San Marcos, Texas, studying ag business, but he still finds time to rope. He also competes on the college rodeo team in calf roping.

When he's not at school, C.K. lives with his parents, Shirley and Claude W. Reid, and sister Anjanette, age 13, on a 600-acre farm about 70 miles south of Dallas.

At Hillsboro High School he was involved in such things as serving as vice president of the junior class, a member of the varsity football and track teams and student council member as well as a member of the Future Farmers of America.

FFA IN ACTION

TRACTORS AND TALKERS

Fairfield, Indiana, Chapter wrapped up their FFA WEEK activities by driving tractors to school on Friday. Then WCMR Radio broadcast live from the vo-ag classroom. They reported markets and had 20 different members on-the-air discussing FFA activities like leadership camp, convention, proficiency awards and judging contests. Monday of the week was an open house after school including a slide presentation. Tuesday was cap-day with a competition among the student body with $5 prizes for a boy, a girl and a teacher winner.

TONS OF SWEETNESS

W.G. McKay is a junior in vocational agriculture at Eaton, Colorado, and a member of the FFA. One of the enterprises in his Supervised Occupational Experience Program is sugar beet production.

He has participated in a contest sponsored by the Great Western Sugar Company for several years, and was a factory district winner in the Greeley District in 1980 as well as 1981. In checking with Great Western, I found that his tonnage of sugar beets was the highest since the youth program, for both FFA and 4-H members, was begun in 1940.

From his three acres of sugar beets, Bill harvested 40.27 tons per acre, at 17.30 percent sugar to yield 13,935 pounds of sugar per acre.

To participate in the contest, members must sign a contract with the sugar company, complete and turn in record books, be enrolled in vo-ag and be an FFA member. *(Ron Preston, Advisor)*

AN "APPLE" TODAY MAY KEEP BANKRUPTCY AWAY

Members of the West Dubuque, Iowa, Chapter took part in national Agriculture Day celebrations at the Dubuque Mall in March. Alan Becker, Cletus Brehm, Ron Calonder, Tom Clemen, Dale Gaul, Janet Steffensmeier, and Carl Zauche demonstrated the use of an Apple computer as a farm management tool.

An estimated 8,000 persons viewed the many exhibits by producer groups, support groups and other agricultural organizations who displayed at the one day event.

The FFA exhibit was very popular as many area farmers were asked by FFA members to "feed" information into the computer to obtain answers to common farming problems. Evaluations of swine, dairy, beef and crops were obtained almost instantly after the farmer's data was fed into the Apple computer. Profitability of farming in the '80's will require decisions based on timely information. The computer will give the farmer access to this information as he requires it to make marketing, purchasing and production decisions. Students of vocational agriculture receive training in using computers as a tool in farming.

Energy Miser was another program that was demonstrated to visitors of the FFA exhibit. This Apple computer program asks the homeowner to list various dimensions of his home in respect to the sun and prevailing winds and lists the probable cost by month associated with four types of fuel and possible energy-saving projects added to the home.

West Dubuque FFA used this project as one of the means of informing the public of the need for energy conservation and wise use of energy resources. A large display of West Dubuque FFA President's Challenge was used to show possible energy saving measures for homeowners and farmers.

Computers Plus of Dubuque provided Apple computer equipment and program for the use of the West Dubuque FFA. *(Cindy Zauche, Reporter)*

LEARNING TO BE GOOD PAPER PUBLISHERS

In an effort to inform and educate the non-agricultural community of East Hillsborough County, Florida, the East Bay FFA Chapters have developed an annual project to print a 16-page tabloid in the *Tampa Tribune,* East Hillsborough edition on the Thursday prior to FFA WEEK.

To accomplish our purpose of informing and educating the non-farm population of our county, we feature articles about the main FFA events that take place just prior to FFA WEEK as well as a summary of some of the events for the entire year.

The chairman of the committee was Johnny Matrulla, our chapter vice president. Our FFA budget allowed for a maximum of $100 to take care of film developing and related items. The *Tampa Tribune* budgeted the money necessary for postage and an awards program to follow the project.

We started planning this year's project at the conclusion of last year's tabloid. Full scale activity started in November when we drafted a thank you letter to send to advertisers who participated last year. We also laminated a copy of each ad and sent it with the thank you letter. The letters were sent two weeks before we started selling ads in January for this year's section.

(Continued on Page 38)

FFA IN ACTION

(Pick up ACTION from Page 37)

A few weeks after FFA WEEK the *Tampa Tribune* sponsored an awards breakfast for our committee. Members of the advertising staff from the *Tribune* honored our FFA members for doing such a fine job. Some members of the committee take the pictures and write news articles while others sell the advertisements. The entire project is done by the committee. *(Eddy Watkins, Advisor)*

FFA MEMBERS "TIE" INTO FUND RAISING

It's been absolutely a great success story! The chapter grossed over $96,000 in less than five months. While many high school students spend the summer helping around the farm or ranch, going to camp or otherwise enjoying a leisurely summer, Park City, Montana, FFA students were working to provide the community with something to remember them by for years to come. The project called for picking up and marketing 32,000 railroad ties from 47 miles of track. No small task.

The goal this past year was to build a 50-foot by 60-foot new addition onto the present shop to be used strictly for mechanics. We also wanted to put the chapter on sound financial grounds in order to pay for educational trips and activities, especially to provide for a means of transportation by purchasing a van.

Rather than asking the community to pass a mill levy to finance the mechanics shop addition, the advisory council decided to try another route first. This is an example of what can be accomplished when a community and FFA chapter work together.

The railroad helped the chapter bring ties from the inaccessible areas to an approachable location. Alumni members were instrumental in helping FFA get the job done.

Having a fleet of borrowed trucks and also getting buyers to come directly to the track kept the chapter from having to load the trucks by hand.

The success of the tie project can be attributed to a carefully thought out plan. The vocational agriculture advisory council made up of citizens in the community, a board member, administrators and FFA representatives, spent several meetings planning for the project.

Before submitting the bid for the ties much information had to be obtained. First of all, a work force was needed. Interest was very high among the vo-ag students since many could use full-time and part-time jobs during the summer months. Minimum wages were set with a bonus at the end.

Equipment was located along with an estimated cost for the project until its completion. Many farmers offered to lend the use of their trucks for the project.

With all the fixed costs estimated we were ready to submit a bid to the Burlington Northern Railroad. We estimated that fixed cost would be right at $2.00 per tie.

We received the bid for the 32,000 ties. It was to be an awesome task. Many people in the community had little hope for our success; but with a well-thought-out approach we began the countless hours of back breaking work plus smashed fingers and bruised shins.

In setting the prices for the ties we had two primary objectives: 1) give a break to the local taxpayers and 2) put a price on them that would attract the buyers to the track and cut down on labor and handling. With this in mind we sold all ties to local taxpayers for $3.50 FOB rail site and $3.85 FOB rail site for other purchasers, a price of 20 percent lower than ties could be purchased elsewhere.

Safety on the job around the machines was a primary concern. Prior to beginning, Burlington Northern representatives came to the school and conducted a class on tie-handling, proper equipment to use and clothing necessary for the project. We were unable to save all of everyone's fingers from being smashed but on the whole no serious injury was received by any of the students.

When we finally got started July 22, most of us didn't know what to expect, but the railroad took it easy on us and started off slow. When we finally got going it was just a matter of keeping up with the machines and getting enough trucks.

The labor force usually was made up of two supervisors, four to six students at the track and several part-time workers stacking and banding. All 25 vo-ag students participated in the project either as full-time or part-time help. Several alumni acted as supervisors and laborers and their assistance was truly felt as school began. Other supervisors included two school teachers and one chapter advisor.

Buyers were contacted by word of mouth, local newspaper, a featured story in the Montana-Wyoming newspaper, and a state fair exhibit. Once the word got out it was just a matter of working them into the daily tie removal project. About 60 percent of the ties were sold at the tracks.

Ties were brought to stock pile where students graded, stacked and banded them. This was a valuable experience.

The project lasted about three months and over 80 percent of the ties were sold in that time period. By the first of the year 95 percent of the ties had been sold leaving mostly the split and rotten ties.

After all the ties have been sold we grossed right at $98,000 and netted more than $50,000. With the money we are continuing our dream of the new shop addition and the purchasing of a van.

The senior vo-ag students in carpentry class, working with an architect, have designed a 48-foot by 58-foot solar heated building. We applied and received a $22,000 solar grant from the Department of Natural Resources. We have plans to start construction as soon as possible and we have delayed the ordering of the van for the vo-ag department until the new addition has been completed.

Part of the money will be kept in a trust fund and we will use the interest for trips, contests and other FFA activities. *(Tom Schaff, Advisor)*

SUNFLOWER SHOW

This year the Walhalla, North Dakota, FFA Chapter hosted their third annual International Sunflower Show for growers and youth groups in the United States and Canada. The primary purpose for the International Sunflower Show was to publicize the sunflower industry and help the consumer develop a better appreciation of the sunflower industry and its products. The Walhalla Chapter has sponsored this event for three years now, and has made it part of their BOAC (Building Our American Communities) program.

The Sunflower Show is divided into two divisions, open division and youth division. Almost 300 entries were recorded this year. In the open division, growers were given a chance to exhibit a sample of their sunflowers, while FFA members, 4-H members and other Canadian youth group members were given the opportunity to exhibit sunflowers in the youth division. Dr. James Lofgren, from Dahlgren Company, judges the show each year, and demonstrated the different aspects of sunflower selection.

Walhalla FFA members spend long hours each year on the construction of the

Walhalla students helped the judges by taking test weights. Samples are displayed on racks built by the chapter. Companies and producers who supported the project were allowed to have their name displayed.

Sunflower Show display area, and members in sales and service class used their talents to handle the promotional details. The effort paid off through radio and newspaper coverage. Displays which promote vocational education, leadership and other vocational youth groups in the community were put together by FFA, FHA and FBLA (Future Business Leaders of America) members. In addition, the show included demonstrations and speakers.

A sidelight of the show is the skill test put together by FFA members. Here, visitors are given the chance to test their skill at identifying weed seeds, plants and insects and prizes were given to the winners.

The Sunflower show was held in conjunction with the Walhalla Civic Club's annual spring fever, which helped increase attendance.

(Continued on Page 40)

NATIONAL OFFICER *ACTION* UPDATE

Since the last issue's report, your six national officers have landed back in the U.S. after a trip to Japan (see the story and their reaction on pages 10-12 of this issue).

They also spent 17 days traveling within the U.S. as part of a National FFA Officer Tour to 39 cities to learn about American business and industry. The six-member officer team was split into three teams so more locations could be visited. Scott Watson and John Pope traveled to Oklahoma, Tennessee, Georgia, North Carolina and Virginia. Jack Stewart and Randy Hedge toured in Ohio, Massachusetts, Vermont, New Hampshire, Connecticut, New York and New Jersey. Scott Neasham and Melanie Burgess flew out west to Idaho, Washington, Oregon and California.

After the officer tour, the '81-'82 team began visits to state conventions where many of you have or will have an opportunity to hear the national officer speak. John Pope flew to Alaska for their convention and Jack Stewart hit the beach in Hawaii for that association's convention. Melanie came to the National Center and rehearsed her speech in Spanish for the Puerto Rico convention.

That's this issue's *Action* Update on your national officers.

Russell Baird of Del Monte Corporation, right, discusses quality control with FFA President Scott Neasham and Vice President Melanie Burgess during a produce "cutting" session at Del Monte's facilities.

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FFA IN ACTION

(Pick up ACTION from Page 39)

Steve Kroll, Arlington High School, rows the sod to the island. This was the only way to get to the island.

ISLAND SURVIVORS

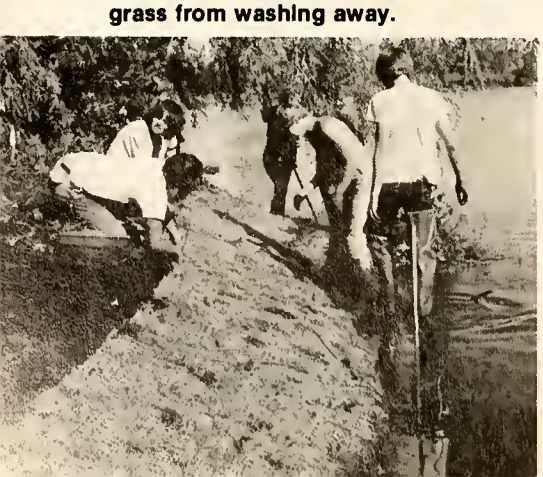
Students from the District 214-211 FFA Chapter in Illinois helped to curb the erosion of Duck Island near a condominimum development in Arlington Heights, Illinois.

The banks of Duck Island Lake had been washing away for 15 years, ever since the condominiums were built. In 1975, residents had the lake dredged and the muck was dumped on Duck Island. The erosion continued until the residents asked the FFA chapter to do something about it.

After talking with Dave Lord of the U.S. Department of Agriculture Soil Conservation Service, it was decided to plant Reed Canary grass on the island. Ten pounds of the seed were purchased and started in the high school greenhouse.

The grass was ready in September, so the group went out to the island to proceed with the job. First the slope of the banks had to be cut from more than a 90-degree angle to about a 45-degree angle. Then erosion net was placed along the banks to hold the soil in place until the canary grass was established. The grass plugs were then planted six inches apart across the bank. This spring the grass will spread and the problem will hopefully be ended. *(Jim Frost, Palatine High School)*

Students used erosion net along the shore to prevent the soil and canary grass from washing away.



FACTS FOR ACTION

SAVE A CHILD'S LIFE FROM ENTRAPMENT IN OLD REFRIGERATORS OR FREEZERS

An unused or abandoned refrigerator or freezer in a basement or garage or left outside poses a hazard to children. You or your chapter may save a child's life by making it safe against entrapment.

Victims are usually children from two to twelve years old—three-fourths range from three to six. Twice as many boys as girls become entrapped. Playmates often are entrapped together.

The entrapment story is simple. To a child, the abandoned unit becomes a hiding place, a playhouse, or a "jail" in which to lock-up "outlaw" playmates. A child doesn't know a refrigerator is constructed airtight to preserve food . . . he doesn't know the danger. He doesn't even know what suffocation means.

But you do.

The door of the "jail" swings shut. Only a limited amount of air remains. The child's screams and pounding quickly use up this oxygen. And the heavy insulation may keep even his first cries from being heard. The story ends soon—death from suffocation can come within 10 to 15 minutes.

If you know where a refrigerator or freezer out-of-use is, you can prevent an entrapment tragedy. If you ever see one abandoned, take action. Perhaps a chapter committee would tackle such a project.

Removing the door is best. At least block the doors open 1) by using rubber or wooden blocks fastened to the frame, or 2) remove or modify the latches. Or you could seal the doors shut with chain or strong tape. An extra precaution would be to leave the shelves in a refrigerator. This safety tip is from a booklet published as a public service by the Association of Home Appliance Manufacturers.

CAPTURED ON FILM

The Stanton, Nebraska, FFA Chapter appointed a special committee, headed by Shirley Roenfeldt, to do a study to find projects that would be good for the FFA, and fun for the FFA members. It was decided by the committee to have a different activity each day of FFA WEEK.

On Monday the members put on a tractor-truck parade through town. On Tuesday the members wore official dress to school which made fellow students more aware of the FFA.

The Greenhands in our chapter had their own day on Wednesday when each one had to walk around all day with a big green hand pinned to their shirt.

Thursday was designated "old farmer's day" with each member wearing the clothes of farmers 30 years ago.

Finally, on Friday the whole school participated in a hat day, with everyone wearing their most interesting hat.

The highlight of the week was a television interview with several chapter members and the high school principal participating. It was conducted by a local cable TV company. In this interview, the members talked about why they joined the organization, how it helps them, how it helps the community, and how it helps prepare them for the future. *(Tim Schellpeper, Reporter)*

Stanton Register Photo

Stanton members and principal Donald Penner, far right, are shown before filming of their TV interview.

A SHOW PRE-RUN

The Zillah, Washington, FFA Alumni is sponsoring the third annual pre-livestock show for all members of the FFA and 4-H in the Zillah area that will be showing livestock at the Central Washington Junior Livestock show in Toppenish.

The preshow is set for a Friday from 7:00 a.m. to 4:00 p.m. This is an instructional preshow and classes covered will be fitting and showing of livestock, herdmenship contests, filling out record books and selection of livestock.

Persons in the Zillah community are invited to attend and get a sneak preview of what could be hanging up in the locker come May 1. There is no charge for the preshow for either participants or viewers. Ribbons will be awarded to participants. *(Scott Cleveringa)*

BEANS IN GLASS

Our chapter in Bridgewater, South Dakota, has been very involved in promoting FFA WEEK. Our Public Relations Committee, (Chairman, Jeff Hoffman, Jerry Sickmann, Brian Wollman, Cordell Hoher, Mike Schwans and Roger Wollman) did most of the work.

We started planning the celebration about two months before, though we knew what we were going to do anyway. We ordered bulletin board kits, bumper stickers, radio and TV spots, placemats, billboard, posters and church pamphlets where we put our own messages. We also handed out calendars.

The chapter kicked off the week with a businessman's breakfast in appreciation for their support. The officers served a

meal of pancakes, sausage, juice and coffee.

In addition to our ordered radio spots to WNAY in Yorkton and KSOO in Sioux FAlls, we made a tape over the phone to KORN in Mitchell. President Kevin Hofer and fellow Senior Tim Glanzer, treasurer, made the tape explaining the importance of FFA.

During school, we wore farm clothes one day, a hat the next and official dress on Friday to show our support in school. We also installed posters around town and held a bean bin contest. Tim Glanzer filled a gallon jar with soybeans and put it in the bank. People would guess how many were in the jar. Many people entered and we came up with two winners which we awarded cash prizes.

Our biggest project was the newspaper spread. It was hard work and included ads, articles and pictures. We held an article contest among members. The article "A Letter to CBS's Sixty Minutes" by Kerry Siekmann was first and won $10. *(Jeff Hoffman, Reporter)*

THIS LITTLE PIG WENT INTO SAUSAGE

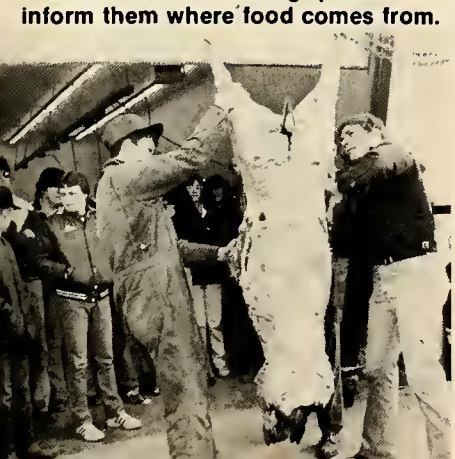
To celebrate FFA WEEK the Rossville, Indiana, Chapter butchered a hog and used the sausage for a meal function. The hog, donated by Skiles Farms, was skinned and butchered on Thursday. Then Friday the classes ground sausage, made individual cuts of meat and rendered lard.

Various classes from the elementary, junior high, and high school were invited to watch. The students who came and watched were shown basic skills in skinning the hog, the cuts of meat and how to grind sausage. Pork Producers of Clinton County gave elementary students information about pork carcasses. FFA members gave Food For America coloring books.

The FFA members then cooked the sausage and served it to the faculty of Rossville High School.

This was an excellent educational experience to all FFA members involved. Advanced animal science members were the planning committee for the project with Ed McKinley as chairman. Our advisor is Leon Greives. We hope the younger students better understand the source of retail cuts of meat. *(Lynn Crow, Reporter)*

Non vo-ag students were invited to observe the butchering process to inform them where food comes from.



HOW DOES YOUR GARDEN GROW

The Chelsea, Vermont, Chapter, for the last three years, has developed experimental gardens on the school grounds.

One of the gardens is half covered by a cold frame so we can start plants early. Twenty of the gardens are 4-meters by 5-meters, and one of them is 4-meters by 10-meters.

We plant all sorts of vegetables and fruit. Then one garden is all field crop plants, and we are planning an experimental forestry garden to study hardwood and softwood trees.

In the summer we market some of the fruit and vegetables to the townspeople. The gardens have become a big part of the FFA in Chelsea. The townspeople also like the garden, and like to see the FFA members taking good care of them. *(Jodie LaPan, Reporter)*

AN ALL-ROUND FARM

With the arrival of warm weather, the students in vocational agriculture in Barneville, Ohio, are getting an opportunity to get hands-on experience in agriculture with the use of their outdoor lab.

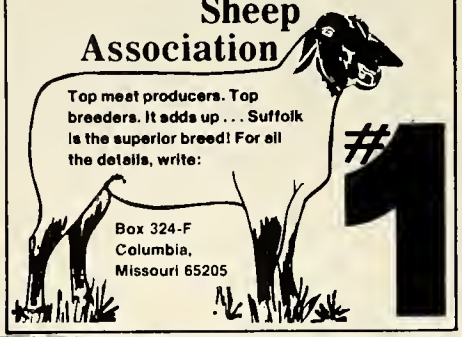
The lab consists of several areas which include: a pond management area, a forestry area, a horticulture area, a pasture area and a crop area.

The pond was constructed and is maintained by the students and provides fishing and trapping. There is a forestry area where the students learn lumbering skills such as the use of chain saws and cutting firewood. The lab has a horticulture area where students have started a nursery with more than 50 fruit trees. The lab also has a pasture area with some cattle, and a crop area where corn will be planted. *(Jennifer Ludwig, Reporter)*

ACTION LINES ➤ ➤ ➤ ➤

- Save that old inner tube for the pond.
- Recommend tossed salad be added to the snack bar menu.
- Give out envelopes to send letters home from camp or convention.
- Save extra pennies.
- You be the lawn care service (free) for the church.
- Buy an intercom for shop, greenhouse and classroom.
- Go out to the creek by yourself.
- Put *National FUTURE FARMER* magazine in the vet's office.
- Buy a used lawn mower.
- Talk your buddy who's not in FFA to join the Alumni.
- Clean up after the party at another house.
- Offer a compliment on his scholarship award.
- Can you stop chewing on your pencil?
- Put a flag pole on the front lawn.
- Look them in the eye when they tell you about it.

National Suffolk Sheep Association



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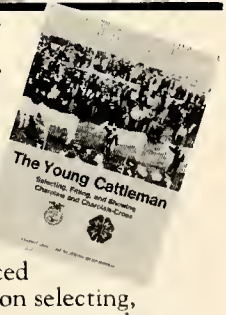

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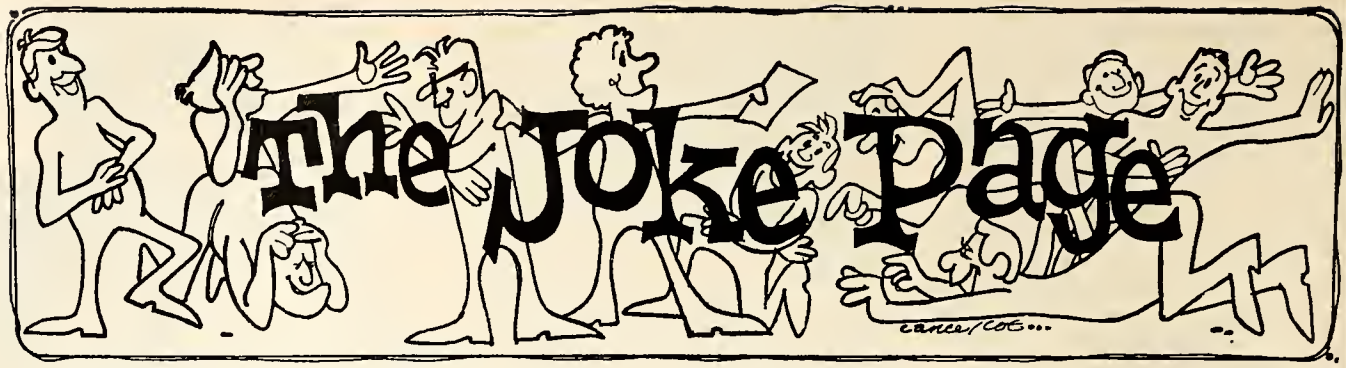


Tom and Jerry were partners in a profitable house painting business. Unfortunately, they weren't entirely honest, because they diluted their paint with water. One day Jerry's conscience started to bother him as they painted an old widow's house. The next day, Jerry told Tom that he was quitting. *"Don't quit now,"* begged Tom. *"A few more jobs and we can retire."*

Jerry refused to change his mind. *"Tom,"* he said, *"I just can't do it. Last night an angel came to me and said "Repaint, you thinner."*

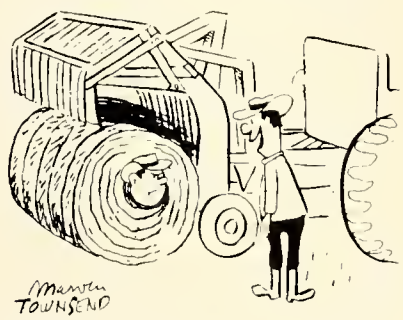
Ken Walters
Meridian, Mississippi

The highway patrolman was checking the license of the driver he'd stopped. *"You're supposed to be wearing glasses."*

"But officer, I have contacts."

The patrolman replied, *"I don't care who you know, you're violating the law."*

Andy Kunz
Leroy, Alabama



"Outside of that, how do you like our new baler?"

A man sat down at a table and said to the waitress, *"I'd like a bowl of stew and a few kind words."*

The waitress went into the kitchen and brought back the stew, sat down in front of the customer and said, *"Don't eat the stew."*

Rex Spalding
Brandenburg, Kentucky

Once upon a time, there were three friars who set up a florist shop in the local village. Although they did a flourishing trade selling roses and orchids, their main endeavor was experimenting with man-eating plants in their backyard. Now the townspeople found out about their experiments, and being afraid that their children would fall prey to the man-eating plants, tried in vain to drive the friars out of town. As a last resort, they asked Hugh the blacksmith, who was a strapping giant of a man, if he would try to drive the friars away. Sure enough, Hugh did without any trouble.

The moral of the story: Only Hugh can prevent florist friars!

Jayson Kriedler
Imler, Pennsylvania

The dairyman's ten-year old nephews from the city followed him into the milk barn. They watched him approach the first cow and deftly attach a pair of suction devices. As he did so, one of the youngsters said excitedly, *"Wow! He's going to jump start her the way daddy does Mr. Jones's car!"*

Alan Michaud
Clyde, Kansas

After a collision in the middle of the night, the ship sank leaving three survivors floating in a lifeboat in the Atlantic Ocean. Hours later, one of the survivors plucked a bottle from the water. Thinking the bottle might contain water, they ripped the top off. Suddenly a genie appeared and said, *"I will grant each of you a single wish."*

"I wish," said the first, *"that I was home."* Poof, he was gone from the boat.

"I wish," said the second, *"that I was home too."* Poof, he was gone too.

"Gee," said the third, *"I'm lonely. I wish my friends were back with me."*

Steve Wilson
Blue Ridge, Virginia

Lady: *"How are your children doing in school?"*

Second Lady: *"Better than they were for awhile. But I still go to PTA meetings under an assumed name."*

Thomas Lamance
Modesto, California

There was a Russian window washer going up a giant skyscrapper on a scaffold. All of a sudden a person opened the window and the Russian replied. *"Hey man, you almost knocked me off."* The person replied, *"You don't have to worry, at the fourth floor, a wind blows you back against the building."* *The Russian said, "Who are you trying to kid?"* So the person jumped off at the fourth floor. He was blown through an open window. He walked back up to the Russian and said, *"See, you try it now."* The Russian replied, *"Well, OK."* So he jumped and he started to fall past the 6th floor, 5th, 4th, 3rd, 2nd, 1st, SPLAT. A guy was walking on the street below and said to a friend. *"That Clark Kent is a nice guy, but he sure hates Russians."*

Jeff Armstrong
Wheatfield, Indiana

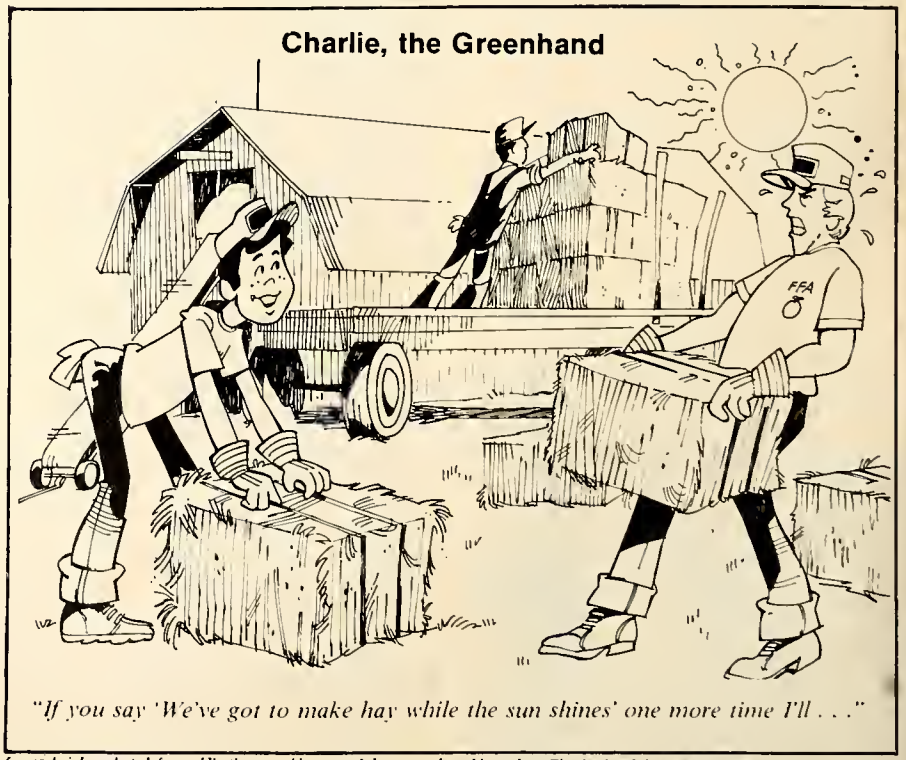
"If you don't think girls are dynamite—try dropping one!"

John Jaspers
Roslyn, South Dakota

A customer told a hardware store clerk that she wanted a three-quarter inch pipe plug. The man asked, *"Do you want a male plug, a female plug, or both?"*

"I just want to stop a leak," the woman replied. *"I don't plan to raise them!"*

Virginia Johnson
Osseo, Wisconsin



"If you say 'We've got to make hay while the sun shines' one more time I'll . . ."

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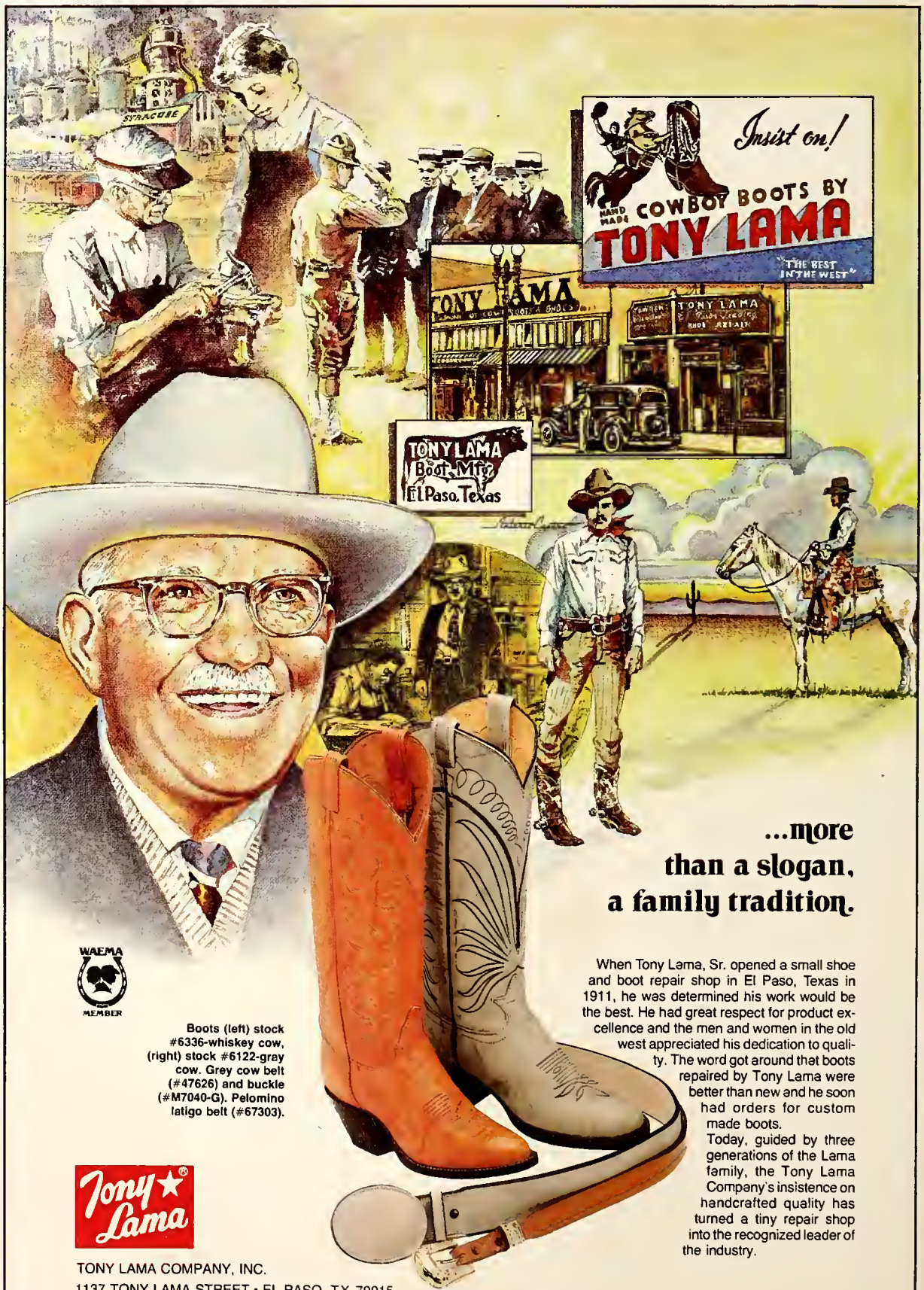

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